

Mr Wilson pledges review of cash for industry plea for national unity

The Prime Minister, in a broadcast to the nation last night, called for national unity in the face of the economic crisis. He said the Government was giving urgent attention to the question of cash aid for industry and commerce, and the Chancellor was hard at work on his autumn Budget.

Long haul ahead, country told

David Wood, Financial Editor, writes: Mr Wilson began his fourth annual Budget speech last night with a ministerial broadcast in which he candidly appealed for national unity in facing the economic crisis. Soon after he met the general secretary of the TUC and the director of the CBI, he made it clear that he was addressing himself to the whole of the national family, and asking for partnership in which all should be partners and all play their part.

Leaders of industry to seek relaxation of tax burden

Malcolm Brown writes: Industrial leaders tonight will urge the Prime Minister to take action to get industry back on its feet. They will ask the Government to abandon, or at least to relax, the tax code and to ease the tax burden on companies.

Ford vetoes aid on Turkey

Our Own Correspondent writes: President Ford has vetoed a \$1 billion aid resolution which would have authorized the President to provide military aid to Turkey.

Dr Kissinger claims progress towards peace

From Fouad el-Ghawary, Cairo, Oct 14: Dr Kissinger, the United States Secretary of State, said in Cairo today that there were positive indications of progress towards a Middle East settlement.

Pressure mounts for Mr Heath to decide

By Michael Hatfield, Political Staff: Mr Heath faces the likelihood of an acrimonious meeting of Conservative backbenchers over the party leadership next week. He has some time to decide on his plans for the future.

Royal Navy pays visit to S Africa

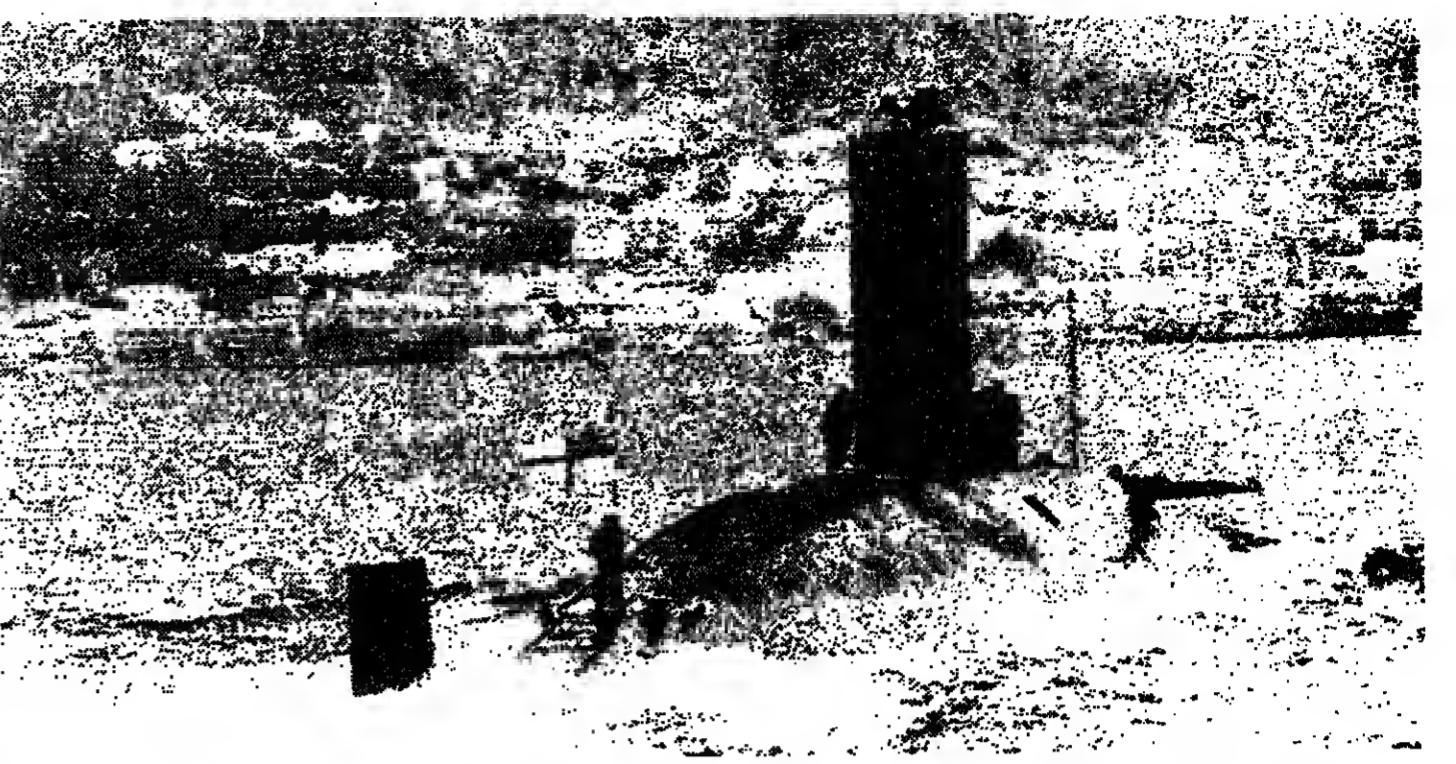
By Henry Stanhope, Defence Correspondent: The Government has risked arousing the hostility of its left wing by allowing a second series of joint operations between the Royal Navy and the South African Navy to go ahead as planned.

Man detained in Wiltshire over shooting

A man detained after the wounding of Lieutenant-Colonel Anthony Pinder on Salisbury Plain on September 29 will appear in court today.

The rest of the news

- Space research: British X-ray observatory to go into orbit today. Abortion: Regional health authority's questionnaire to GPs called 'sinister'.



The nuclear submarine Warspite, one of 11 British warships on a visit to South Africa, moves into Simonstown harbour.

Two men rescued after six hours trapped in submarine on seabed

By Martin Huckerby and David Leigh: Two men were rescued last night after being trapped for more than six hours on the floor of the North Sea in a midge submarine.

Flights to Europe disrupted by dispute

By Alan Hamilton, Labour Staff: British Airways has again cancelled almost all European and domestic flights from Heathrow airport, London, because of the work-to-rule by 3,500 supervisory staff at the airline's engineering and maintenance base.

Advertisement for Dewar's Scotch Whisky. Features a large image of a Dewar's bottle and the text 'Have a little smoothness tonight.' and 'Blended for smoothness—it never varies.'

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HOME NEWS

Clash between unions expected over social contract views

By Paul Routledge, Labour Editor. Fresh strains on the social contract will come into the open at a meeting later this week of unions in the electricity supply industry...

would meet Mr Wilson today, the leaders of the biggest Civil Service union was explaining in his union journal why the social contract could not be supported. Mr William Kendall, general secretary of the 215,000 member Civil and Public Services Association...

Cabinet to decide on priorities today

By Our Political Correspondent. The Government's priorities for legislation in the new Parliament will be discussed at the first meeting of the Cabinet since the general election, to be held at 10 Downing St. today. It is expected that Mr Short, Leader of the House of Commons, and chairman of the legislative committee of the Cabinet, will report on the state of drafting of the first Bills.

Election of new 1922 executive is expected before the holding of a ballot on the leadership

Warning by Heath supporters against rush decision

By George Clark, Political Correspondent. Some of Mr Heath's supporters yesterday were reminding his political opponents within the Conservative Party that, by trying to rush him into a decision about the leadership, they seem to be ignoring the charge method of choosing the party leader. In February, 1965, on the initiative of Sir Alec Douglas-Home, the party decided to put aside the old method of finding a leader by a process of consultation, which the late Mr Iain Macleod called selection by "a magic circle".



Leaving the London home of Mr Edward du Cann yesterday after a meeting of the Tory backbench 1922 Committee, of which he is chairman, are, from the left, Mr Godman Irvine, Mr Geoffrey Finsberg and Mr John Osborn.

1965, when he announced that "the time was right to hand over the leadership to another", talked about the need to strengthen the organization of the Conservative Party and eliminate its weaknesses. He was satisfied that that was being done, he said by the current chairman of the party—Mr du Cann, who was later dismissed from that office by Mr Heath.



Mr du Cann: key position.

Looking ahead to the first election of a Conservative leader, Sir Alec said: "I have asked our chairman [of the 1922 Committee] Sir William Anstruther-Gray, to set in motion the new procedure. I myself set up the machinery for this change and I myself have chosen the time to use it. It is up to you to see that the election is completed swiftly and efficiently, and with dignity, and calm."

On July 27, 1965, about half of that "electorate" has changed; retirements alone account for 98 changes. Thus the political make-up of the party and the line-up of candidates would make an election in a few weeks' time an illuminating test of the new Conservative alignments. The rules state: "The second ballot will be held not less than two days and not more than four days after the first ballot, excluding Saturdays and Sundays. Nominations for the first ballot will be void, and new nominations, under the same procedure as for the first ballot, will be submitted for the original candidates if required for any other candidate."

will proceed to add the number of first preference votes received by each candidate, eliminate the candidate with the lowest number of first preference votes, and redistribute the votes of those giving him their first preference amongst the two remaining candidates in accordance with their second preference. The result of this final count will be an overall majority for one candidate, and he will be elected."

Police investigate Southend council

Mr Frederick Laws, Town Clerk of Southend, Essex, disclosed yesterday that the police investigation had started into an alleged non-fraudulent irregularity concerning council affairs. He declined to give details. A police officer confirmed that an investigation was being conducted by Mr John Duke, Deputy Chief Constable of Essex.

Mr Heath under increasing pressure to decide his position on resignation

Continued from page 1. The Monday Club, whose chairman is Mr John Biggs-Davison, MP for Epping Forest, issued the following statement after a meeting of the club's executive: "The Monday Club considers that only a return to true Conservative principles under fresh direction can revive the fortunes of our party and save the country from the Marxist catastrophe. We believe that the result of the general election indicates clearly that the public does not like consensus politics, and we look forward to new leadership which has not been too closely associated with recent failure."

Mr Whitelaw has the reputation of being skilled at self-presentation and the forceful projection of party policies. Some Conservatives are dissatisfied from supporting Mr Whitelaw because they remember the fulsome praise accorded to him by Mr Wilson in what they saw as an attempt to split the party. They also doubt whether he could match up to Mr Wilson at the dispatch box. Sir Keith, while undoubtedly having great intellectual capabilities, is not seen as a man who can project the party's image. If the leadership contest does take place and Sir Keith is a contender, the most of his support would come from backbenchers who want to see a return to the basic principles from which they feel Mr Heath departed.

Sir Christopher waits: Sir Christopher Soames, Vice-President of the EEC Commission, who has been mentioned as a possible successor to Mr Heath said at a meeting in London on Monday that he did not intend to leave until the commission until Britain had completed its renegotiation of its EEC terms. "I have a job to do here," he said. "We have to see negotiations through. I should not want to leave until I have done that."

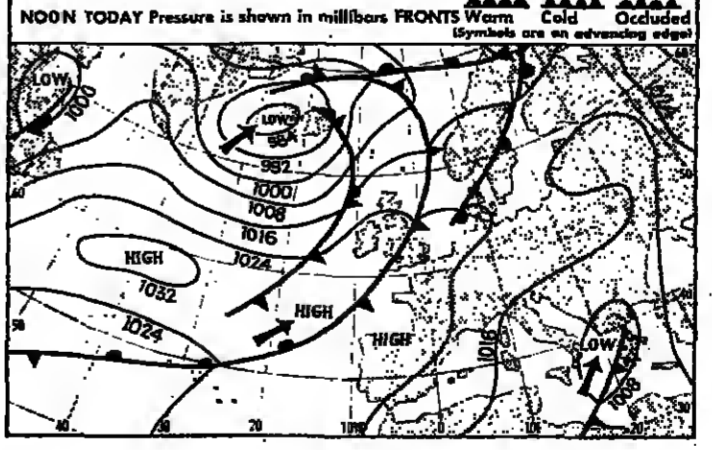
Parcel services disrupted by walk out

A walkout by men who collect and sort parcels at the Western district office in London yesterday halted parcel services in the W1 area. Parcel sorters and drivers stopped work in protest at the disruption of their canteen facilities after men from the letter sorting section had held a meeting in the canteen.

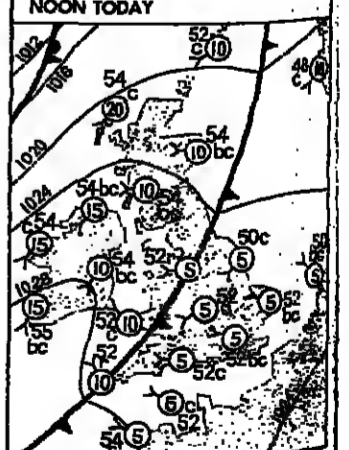
A spokesman for the London Postal Region said: "There has been simmering dissatisfaction for some time among Western district office staff over the continual disruption of canteen facilities by letter-section men holding snap meetings in the canteen."

The walkout was the culmination of the dissatisfaction. The Post Office offered an alternative meeting place within the building yesterday morning, but the offer was rejected. Some parcel men returned to work in the afternoon and normal working is expected to be resumed today.

Weather forecast and recordings



Today: Sun rises: 7.24 am, Sun sets: 6.8 pm, Moon rises: 7.25 am, Moon sets: 5.42 pm. New Moon: 1.25 pm. Forecast for 6 am to midnight: London, SE, E, central S England, East Anglia, E Midlands: Dry, fog in places at first, sunny periods developing; wind S or variable, light; max temp 14°C (57°F).



Thursday: Occasional rain in E and W, sunny intervals dry in SE, sunny periods in E Midlands, fog and frost at night; temp near or below normal. See passages: S North Sea, Strait of Dover: Wind variable, light; sea smooth or slight. English Channel (E): Wind variable, light; sea smooth or slight. St George's Channel: Wind W, light, occasionally moderate; sea slight. Irish Sea: Wind variable, light, becoming W; light or moderate; sea slight.

WEATHER REPORTS YESTERDAY MIDDAY: c, cloud; d, drizzle; f, fair; r, rain; s, sun. Amsterdam 11.50, Copenhagen 11.40, London 11.50, Paris 11.50, Rome 11.50, etc.

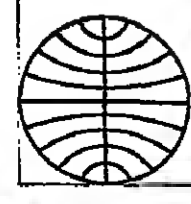
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Ashe Laboratories, for example, who manufacture Amplex, Sucron and other familiar household products.

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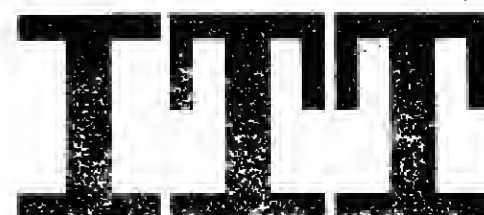
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HOME NEWS

£4.5m British space observatory to be launched today

By Pearce Wright Science Correspondent
UK-5, an X-ray astronomy satellite designed and built in Britain at a cost of £4.5m, is due to be launched into orbit on board an American rocket this morning.

The project is designed to identify more accurately the number, positions and characteristics of X-ray sources in space, which were first discovered by rocket flights of short duration in the 1960s.

The prisoner who found that painting did pay

By Kenneth Gosling Arts Reporter
James Barrington Gilbert, aged 41 and 6ft 5in tall, received his first prison sentence in 1958: five years for robbery with aggravation.



James Gilbert with some of the works at his latest one-man show.

Abortion questions to GPs termed 'sinister'

A regional health authority was accused last night of "Big Brother" tactics over a questionnaire on abortion. It was sent to 100 general practitioners against gynaecologists' opposition to a liberal abortion policy.

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Battered baby crisis in Sussex

From Our Correspondent Brighton
A rise in the number of battered baby cases is causing a crisis in the social services department which was supervising Maria Colwell when she was battered to death by her stepfather.

Trial of former mayor is moved to Leeds

The trial of Sydney Jacob Hepworth, a former mayor of Southampton, on corruption and conspiracy charges is to be transferred to Leeds. It was decided at Liverpool Crown Court yesterday.

Prosecutions had a separate office. Dr Hepworth was sent for trial in June by Southampton magistrates accused of conspiring with Mr Poulson to receive gifts and considerations between 1961 and 1967 to influence his conduct as a member of Southampton Borough Council, and of corruptly receiving a cheque for £500 from Mr Poulson as an inducement for favours shown relating to building projects in which the council was likely to be concerned.

He will not, he insists, be going back to prison. After nearly a fortnight of freedom, he is happy to be enjoying the company of his wife and three children, horn between sentences, and to see out his 13 months on parole.

"The Convict" but very few are on prison life. "Now I'm out I shall start doing a few 'nick' paintings," he says. He enjoyed his one-man show yesterday, having missed the first two for obvious reasons. Ironically, what he regards as his best work, an 8ft by 6ft mural, called "Crucified Thief", will stay behind in the prison chapel at Albany.

As a man whose work is completely unnoted but is compared to that of Rembrandt and Breughel, Mr Gilbert used his time on Dartmoor, in Wakefield, Penonville and Albany profitably. "It isn't all hopeless," he says in the catalogue. "I'm one of those 'geezers', I forget what you call them, who love beauty for its own sake, and when I come across it I like to stand still and let the feeling for it flow through me until I have drained the last segment from the experience."

Coal board faces rush of pneumoconiosis claims

From Our Correspondent Swansea, Oct 14
Scores of people have been calling at the homes of local officials of the National Union of Mineworkers in South Wales to claim non-taxable sums of up to £10,000.

There has been a terrific rush. More forms are going to every lodge in the area. About 39,000 miners and former miners throughout the country are expected to benefit from the scheme and up to 150,000 widows will get lump payments, some of their claims going back to the 1930s.

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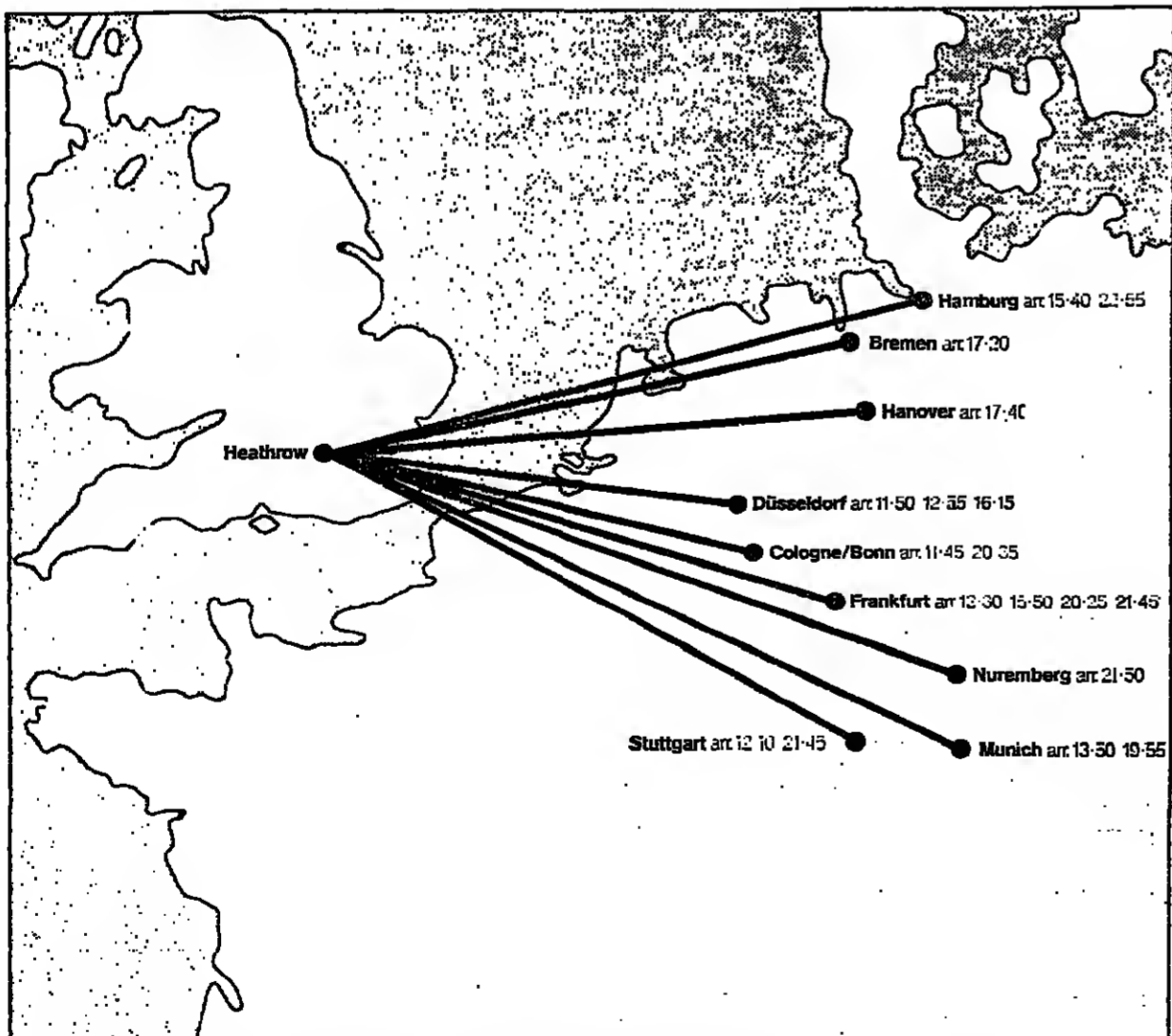
Skill of Brixton escapers was worthy of a better cause, Recorder says

Skill used in a mass breakout from Brixton prison last year was worthy of a better cause, Sir Carl Aarvold, the Recorder said at the Central Criminal Court yesterday.

Mr Brian Watling, for the prosecution, said that between 15 and 20 prisoners on remand broke out on the morning of May 30 last year. The signal was the arrival of a Lambeth council dustcart.

Mr Byrne was alleged to have hit an officer during the escape. Mr Collins, who was not arrested until five weeks later, told the police that the escape was "aided on by the Wembley lot". He added: "I can do 100 yards in 10 seconds and I'll tell you I didn't hang about."

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Man accused of trying to kill police officers

A man charged with killing Police Constable John Schofield was also accused yesterday of trying to murder two other policemen in all, Egon von Bulow, aged 28, an unemployed electrician, faced 17 extra charges when he appeared at Oxted Magistrates' Court, Surrey.

Arab prince who crashed Lamborghini fined £200

A Saudi Arabian prince was fined £200 at Canterbury Crown Court yesterday after he had admitted crashing his Lamborghini car while trying to pass another driver. His car hit a lamp post, split in two and demolished a gateway, the court was told.

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Nine in court after Carib Club incident

Nine men appeared at Hendon Magistrates' Court, London, yesterday, charged with making an affray at Cricklewood Lane on Saturday. They were remanded on £750 bail each until December 13.

Job agency chief remanded on £70,000 bail

Ronald Carr, managing director of a building labour agency in Portland Road, South Norwood, London, was remanded on bail totalling £70,000 until November 11 when appeared on remand at Bow Street Magistrates' Court yesterday, charged with possessing instruments of forgery and facsimile signature stamps to defraud the Inland Revenue.

Paper's centenary

The East Anglian Daily Times, Ipswich, marked its centenary yesterday with a 68-page edition. Its first edition, on October 13, 1874, was a single sheet.

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Handwritten Arabic text at the bottom of the page.

HOME NEWS

Only Lord Nelson safe as salvos of invective fly in battle over redeveloping Trafalgar Square

Philip Howard... the battle of Trafalgar... are opened yesterday over proposals to redevelop the east corner of London's... at tourist landmark and... meeting-place.



An impression of the south-east corner of Trafalgar Square after rebuilding.

rather than "causing the destruction of useful and sound buildings". One of the organizers of the counter-exhibition collecting signatures for a petition, said: "We don't like the proposals for the site and we don't like the way they have been presented."

Man who kidnapped policeman at gunpoint jailed for life

Barry Robinson, aged 33, the man who kidnaped a policeman at Congleton, Cheshire, at gunpoint and took hostage two motorists, was sentenced at Chester Crown Court yesterday to life imprisonment.

Mr Robinson raised the revolver and aimed it at him with a two-banded grip. Mr Robinson added that PC Wright's statement said: "I heard the distinct click consistent with the weapon's having been fired. Robinson lowered the revolver and said 'Lucky bastard', the safety catch was on."

At Stockton Mr Robinson ordered the three men to break down a barn door. PC Wright was told to tie up the others. Nothing more was heard of Mr Robinson until August 6 when he ordered a policeman to drive him from Buxton to Blackpool, where he gave himself up.

son's whole life was a melancholy story. He was sent to an approved school at an early age. He had a cruel father; and on one occasion, he was punished by having his hand put on a red-hot electric plate.

Mr Carman said none of the events displayed ruthlessness, or utter callousness for the welfare and safety of fellow human beings. Mr Robinson had repeatedly broken the law but was capable of kindness, affection and hard work.

Armed offences led to call for a review of releases

While Barry Robinson was on the run last August after kidnapping a policeman and two motorists, Mr Nicholas Winterton, Conservative MP for Macclesfield, called on the Home Secretary to review the procedures for the early release of prisoners.

When he reached Broadmoor, Mr Robinson found new talent. At the urging of his mother, he took up painting. Such was his natural ability that prison officials and his family were amazed.

rehabilitated and fit to take his place in society. He continued to paint and within a year held an exhibition at Thornton Art Centre, near Blackpool. He included in his exhibition expert copies of masterpieces, including Leonardo's "Mona Lisa".

Some of his paintings were produced in court. He was put on probation for three years, but within six months he was back in trouble. At Preston Crown Court he admitted handling stolen goods and being in breach of the probation order.

The defence counsel told the court that if Mr Robinson was allowed to keep his liberty he could go to Belle Vue in Manchester to take up a £200 offer to paint murals.

'Chanced detaining girl' in M62 trial

police dog-handler said yesterday that he detained Miss Ward, aged 25, who is charged in the M62 army coach trial, because he knew she was something wrong, neither I could not decide.

backed notebook with the words "Provos unite IRA" on the outside. Asked by Mr Andrew Rankin, QC, for defence of Miss Ward, what she was being detained for, PC Barnes replied: "I wasn't quite sure."

couple's cabaret in Dublin as indecent

award-winning cabaret troupers from Leeds pleaded guilty in the Central Circuit in Dublin yesterday to charges of indecency. Richard Dorothy Arnold, whose names are Dickie and... of Middlesex Lane, Leeds, were charged showing for gain in a public an indecent exhibition was sexually immoral.

£4,000 award to model who refused £5,000

Mrs Patricia Page, aged 30, a former model, scarred in a car crash, was awarded £4,000 damages in the High Court yesterday. But because she had earlier refused a £5,000 settlement offer, she will have to pay most of her costs.

Court of Appeal cuts bomb use men's jail sentences

young man jailed after being incidents last year was sentenced to three years in the Court of Appeal yesterday. Raymond Ladd, aged 24, of... Road, Bristol, serving... years for causing an explosion at an officers' club at... shot, damaging the Portuguese Consulate in Cardiff and... to trespass, had his... cut to five years.

to draw attention to the ills of the world. Lord Justice James, sitting with Mr Justice Shaw and Mr Justice Michael Davies, outlined the incidents which occurred in July and August last year. At the Portuguese Vice-Consulate in Bristol a device resembling a time-bomb was planted in a women's lavatory.

Tired? Listless? Things getting you down?

Fed up to the back wheels with the monotony of modern motoring? Luckily there is now an antidote available at all Triumph dealers. It's called the Triumph Dolomite Sprint and it's a four-door sporting saloon that combines an immaculate performance with a healthy respect for the price of fuel.

Drive a Dolomite Sprint once a day.



Triumph Cars that live up to their name. BRITISH LEYLAND logo.

HOME NEWS

Nationalist MPs seek Scots assembly within two years

From Our Correspondent Edinburgh
A call for a "gut-edged" government commitment to set up a Scottish assembly was made yesterday by the 11 Scottish National Party MPs.

Ford and unions clear two obstacles in pay talks

By Raymond Perman
Two obstacles in the way of a settlement of the £63m pay offer made by Ford to 53,000 manual workers were removed at resumed talks yesterday.

Mr Wilson makes a plea for a truly United Kingdom

The following is the text of Mr Wilson's prime ministerial broadcast to the nation on television last night.
The election is over. You have made your decision through the ballot box. And next week the Parliament you have elected meets at Westminster.



Princess Anne arriving at the Savoy Hotel, London, last night for the Province of Nova Scotia dinner.

Rees plea for public help over shootings

From Robert Fisk
Dublin
On his first day back in Northern Ireland as Secretary of State after the election, Mr Rees yesterday appealed to the public to come forward with any scrap of information about the latest and increasingly savage wave of sectarian shootings in Belfast.

Princess Anne arriving at the Savoy Hotel, London, last night for the Province of Nova Scotia dinner.

It is vital that we do not imperil this improvement in our balance of payments by a loss of output through unnecessary disputes or by prices ourselves out of world markets. Our central problem in considering this crisis is inflation.

Fatigue ruins Bellin's bid for chess prize

By a Chess Correspondent
A combination of stubborn resistance by his opponent, G. H. Bennett, and fatigue after a long day's chess deprived R. Bellin of a prize in the Barnstaple open chess tournament at Woolacombe over the weekend.

Fisherman 'fired at coaster in anger'

A fisherman who fired at a coaster with a rifle used to shoot seals did so in anger and not in fear, after it had sheared his nets, Mr David Robson, for and the prosecution, said at Newcastle Crown Court yesterday.

WEST EUROPE

French workers win agreement for year's pay on redundancy

From Charles Hargrove Paris, Oct 14
Frenchmen who suffer unemployment for economic reasons will get their pay for a year afterwards under an agreement signed today between the CNPF, the French employers' federation, and all the trade union organizations, including the largest, the communist-led CGT.

Finland to sign energy pact with Soviet Union

From Our Correspondent Helsinki, Oct 14
President Podgorny of the Soviet Union arrived today for a four-day official visit, during which he will join in festivities commemorating the thirtieth anniversary of the Soviet-Finnish armistice agreement.

Bordeaux wine crop

Bordeaux, Oct 14.—The deaux wine crop this year appears to be well down on time but quality is likely to be satisfactory, the Bordeaux Wine Council reports.

Professor wins Italian prize

Rome, Oct 14.—Professor Cecil Grayson of Oxford University has become the Englishman to win the annual 1m lire (£600) international Galileo Galilei prize for outstanding scholarship in Italian studies by a non-Italian.

Equity & Law logo and text: Specialists in life assurance since 1844. Equity & Law Life Assurance Society Ltd, 20 Lincoln's Inn Fields, London WC2A 3ES

Advertisement for Equity & Law life insurance, featuring a cartoon of a bride and groom and text: 'There's more to being a bridegroom than a new suit and a bad attack of nerves'.

WEST EUROPE

Senator Fanfani tries his hand at forming new Italian Cabinet

From Our Own Correspondent Rome, Oct 14. Senator Amintore Fanfani, Secretary of the Christian Democratic Party, today agreed to try his hand at forming a government. If he succeeds, the administration will be his and the country's thirty-ninth since the fall of the fascist regime. He accepted President's invitation with the usual conditions: that he would look the prospects of an administration of his choice, and after consulting with other party leaders would decide whether or not to give an affirmative reply. It would be nothing new for Senator Fanfani to have to fail. He has done so several occasions in the past on one occasion he accepted prime ministership but was forced to resign within the month. To do him justice, however, would not be the first time he had been prevailed upon to form a government in seriously difficult circumstances. On July, 1960, he succeeded in putting together a government aimed at restoring public confidence after an attempt by Christian Democrats to merge with neo-fascist supporters in riots. In February, 1962, he formed a government—his fourth— which was historic in the sense the Socialists supported it directly, and so began a long series of centre-left governments which have dominated Italy's political scene for the last dozen years. He is now engaged in trying to form another government based on an alliance between Christian Democrats and Socialists, with help from the Liberals and Social Democrats. It is in no way making light of the difficulties which are understandable because they are truly formidable. In fact he was reason to believe that did not wish at all to be



Signor Amintore Fanfani: Not an unconditional 'Yes'.

entrusted with the task of forming a government at this particular moment. In a statement he pointed out that the parties concerned were all in favour of another coalition, but they did not agree on how the country's problems should be tackled. It might be added that the notable degree of support for Senator Fanfani's attempt from other parties, as well as from within the Christian Democratic ranks, is not altogether a reassuring spectacle. It has been noted that politicians enjoy seeing a powerful figure put to the extremely dangerous test of trying to govern at this particular moment in which the country is faced with many crises, not all of which are of a strictly political or economic nature. The senator's outstanding gift, despite his 66 years, is his vigour, and his presence at the head of a government could at least be expected to invigorate the conduct of state affairs, though to what end remains to be seen.

Realistic radio programme aimed at highlighting danger facing church starts telephone panic

Cathedral 'collapse' deceives Cologne

From Our Own Correspondent Bonn, Oct 14. Thousands of telephone callers jammed the switchboards of emergency services, newspapers and broadcasting stations yesterday after hearing a radio programme describing the collapse of Cologne Cathedral. Those tuned into the city's main transmitter after 4.30 pm understandably thought that the south face of West Germany's most famous church, and one of the finest and largest Gothic structures in the world, had fallen down, killing two and seriously injuring six passers-by. Listeners heard how police and firemen were simultaneously trying to rescue those buried in the rubble and to keep control of panic-stricken crowds. Among the callers was a doctor offering his professional services, a rich businessman in

Hamburg offering money towards restoration and an elderly woman who complained that another radio station was putting out pop music regardless of the "tragedy". Although the cathedral remains as splendidly intact today as it was yesterday, the programme was not on the lines of the immortal broadcast produced by Orson Welles before the war. His version of *The War of the Worlds* led countless Americans to believe that there had been an invasion from outer space, and led to a mass panic. The programme magazines stated quite clearly that the broadcast, called *Incident*, was a "fictitious reportage", and it was introduced as such by the announcer. But those who switched on after the programme had begun had to wait

to the end to be told that "nothing has happened to the cathedral". By that time, many listeners were on the telephone. The purpose of the 30-minute broadcast was to illustrate graphically the dangers threatening the great church as a result of environmental pollution. Like St Paul's in London during the blitz, Cologne Cathedral survived severe bombing attacks with relatively minor damage, while the area round it was flattened. But over the years, polluted air has been eating away at the magnificent stonework, as well as weather. In 1956, work began on a restoration programme which is to go on until the end of the century. Repairs and restorations are now costing over £400,000 a year.

Explosion at world's largest refinery

From Our Correspondent The Hague, Oct 14. Fire workers were seriously injured at the Shell plant at Pernis, the largest refinery complex in the world, in an explosion and fire which burnt out the isoprene rubber plant there. The fire at the plant, which had a capacity of 70,000 tonnes a year, started when gas exploded while a tank was being filled. The combined European chemical factory and refinery fire brigades and the Rotterdam fire brigade took one and a half hours to contain the fire and avert a danger that it might spread. The fire brigades decided to allow the fire to burn itself out while protecting the surrounding installations and storage tanks. A Shell spokesman said this is the usual practice with refinery fires, as extinguishing the fire gives rise to yet more danger. Damage is estimated at about 10m guilders (£1,500,000) and the time required to rebuild the plant at five months. Seven other employees who were injured were allowed to return home after treatment.

French Socialists put off Left Union talk

From Our Own Correspondent Paris, Oct 14. The growing suspicion of the Communists towards the Socialists, which had been simmering throughout last week, was not appeased by Mitterrand's renewed profession of loyalty to the Union of the Left at the Socialist congress at the weekend. The mere fact that the congress was held, and that the Socialist leader again proclaimed his ambition of creating a big socialist party through the union of all the dispersed members of the socialist family, including those of the leftist brand represented by M Michel Rocard, of the Parti Socialiste Unifié, has, if anything, increased that suspicion. Now fuel has been added to the flames by the decision of the Socialist Party to call off a meeting of the liaison committee of the Union of the Left which was due to take place tomorrow. "The Socialist Party regrets the groundless imputations levelled against it by the leaders of the Communist Party and rejects them firmly. It considers that a discussion has become essential on this subject between the signatories of the common programme of the left, and must precede the meeting arranged for October 15, which should be postponed", the Socialist statement said. The liaison committee is a permanent organ of the three parties which compose the Union of the Left. It meets about once a month on average at the level of their secretariats to examine "current affairs".

It can meet at the summit, if required, with the participation of the leaders of each party. This was to have been the case tomorrow. The postponement does not prevent a meeting later this week at a lower level, as suggested by the Socialist Party. M Georges Marchais, the secretary-general of the Communist Party, has reacted sharply. "I regret this decision", he told a press conference this afternoon, "but we shall not give way to blackmail. One must not play on words." "I met Francis Mitterrand three weeks ago to propose to him an early meeting in order to draw up a plan on the basis of the proposals he made at his press conference (on ways of fighting inflation), and a series of common actions which would be made public at about 10 public meetings in towns like Lille, Marseilles, Bordeaux and Paris." Mitterrand had approved the common action, but was reserved about the meeting. And 10 days ago M Paul Laurent, a member of the Communist political bureau, had sent the Socialist Party a letter calling for an early meeting to set up this common action. The suspicion of the Communists towards the Socialists was inevitable from the time when the Union of the Left showed increasing signs of benefiting the allies of the Communists to their own detriment: and of making Mitterrand's attempt to turn his party into the main Opposition force, appear quite plausible in the long run.

Turkey not eager to rush into membership of EEC

From Our Own Correspondent Luxembourg, Oct 14. Mr Turan Guner, the Turkish Foreign Minister, today told the council of the EEC-Turkey association agreement that Turkey does not share Greece's urgency about becoming a full member of the EEC. He told the council that Turkey remained determined to achieve the goal of the association agreement, which was full membership by 1986. But the

economic and political aspects were inseparable, and so the economic from realism must prevail. Turkey's industrialization campaign had been successful. But the industries were in their infancy and needed protection. M Jean Sauvagnargues, the French Foreign Minister, cited some remarkable statistics to show the benefits of the association's phased progress towards free trade.

Banknotes' smell lands two in jail

Reggio Emilia, Oct 14.—Banknotes smelling of sheep's cheese have landed two Sardinian shepherds in jail on kidnapping charges, Italian police said today. Police had been looking for the two men since a 250 million lire (£175,000) ransom was paid for the release of a kidnapped San Marino doctor and his daughter in June last year. The serial numbers of the notes, banked in northern Italy, matched those of the ransom money.—Reuter.

French actors march

Paris, Oct 14.—About 3,000 actors from throughout France paraded today in a demand for increased subsidies for the theatre.—Reuter.

Danger of 'fatal delays' in tackling world problems

Berlin, Oct 14.—A report of the "Club of Rome", which is being read here, would help politicians to make long-term decisions concerning present world problems, Dr Aurelio Peccei, Italian chairman, said yesterday. He presided at the report at a press conference. Its co-authors, Professor Giulio Mesarovic, of Cleveland, Ohio, and Professor Jay D Pester, of Haver University, call the report *Mankind at the Turning Point*. It was read to the club—an international union of scientists and industrialists—on the occasion of its annual meeting in Berlin's Congress Hall. According to Professor Pec-

cei, the study was designed to show concrete options to narrow the gap between the industrialized nations and the developing world. It concentrates on such subjects as the energy crisis, population growth and food shortage. Professor Peccei told journalists that the new study emphasizes the interdependence of economy, ecology, education and other social factors, and attempts to "convey convincingly that delays in tackling the world's problems can be fatal". Dr Peccei, a former director of Italy's Fiat concern, said: "We hope to stir up politicians at the decision-making level and initiate a debate at large."—Reuter

Concorde test flights to link Alaska and Peru

Paris, Oct 14.—The Anglo-French supersonic airliner Concorde will link the North South American Pacific routes from Alaska to Peru in test flights next week, builders announced here. The "airliner, which has already made several round-the-world trips during its present programme, will take off from London on Sunday for Mexico City. In the course of the next week the airliner will visit Chicago, Alaska, Los Angeles, a Mexican resort of Acapulco, and Bogota before flying to Paris via Caracas and Palmas.—Reuter.

Niarchos death by suicide is denied

From Our Own Correspondent Paris, Oct 14. The secretariat of Mr Stavros Niarchos, the shipping magnate, whose wife was found dead at her Paris residence last Thursday, issued a statement today denying a report in an English newspaper that she had tried to commit suicide in London a few weeks ago. The statement said that Madame Tina Niarchos, who was in London from August 17 to 24, had rushed to the bedside of her daughter, Christina, after she had taken a massive dose of sleeping pills and was being treated at the Middlesex Hospital.

Parliament October 14

Proposal to deal with fall in pork prices approved

European Parliament, Luxembourg. Parliament approved a motion on the committee on agriculture set up in reply to proposals in the Commission for dealing with the eventuality of substantial falls in prices for pigmeat. The proposal would enable measures to be taken when there is a considerable fall in prices, tending to disturb the market, could possibly be applied in a far way to measures taken in the beef and veal sector, including at reduced prices to certain groups: there was also a provision for an advertising and publicity campaign and a system of premiums for orderly marketing. The committee had concluded the measures for the beef and veal sector were of limited effectiveness, especially in sales of meat to reduced prices to certain social classes and in the publicity campaign. They had reservations about the application of similar measures for pork. Their motion called for a more thorough review of market management in the pork sector was urged, involving the development of a more solid statistical basis in order to avoid a serious situation in the market. It asked the commission to submit proposals for an improvement in the statistical network. The committee also suggested aids could be made available to encourage the processing of pigmeat and its carcasses. Mr P. LARDINOIS, the commissioner for Agriculture, said in a letter that the beef sector is better than the pork sector, especially the pigmeat situation, where the beef situation is more serious. Six members of the Commission there was still

much scope for expansion but in the three new members, the United Kingdom, Denmark and Ireland the Commission could expect to see a considerable drop in production in the next 12 months. FRAY ELIZABETH ORTH (Germany, Soc. Dem.) said she was worried that even if a pledge was received from the Commission that pigmeat would be available to socially deprived groups at cheaper prices, in the meantime some would go outside the Community, as beef had gone outside, particularly to Russia. Mr LARDINOIS would not commit himself completely, but said that in 1974 much more beef had been imported from Eastern Europe at world prices than the Community had exported.

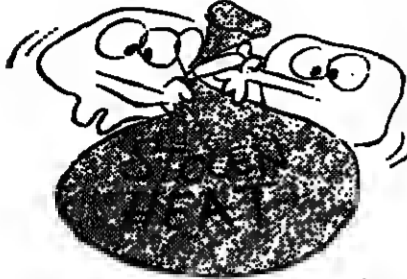
Mr Kirk objects to hurried debate on loan

Mr PETER KIRK (United Kingdom, Saffron Walden, C) on behalf of the Conservative group, protested about a request from the council that parliament should consider this week a proposal for a Community loan. He said it seemed monstrous that the parliament should suddenly receive a document from the council on a matter of such high political importance, the contents of which were unknown, without having proper time to consider it. Parliament was proposed to be pushed around in this way by the council they might as well shut up shop. Mr Kirk's attempt to have the motion deferred was rejected and it will be debated on Friday.

THE TIMES SPECIAL REPORTS on Countries, Industry, Commerce, Finance—always worth reading. THE TIMES SPECIAL REPORTS

How you and electric central heating can repel the Invisible Invaders.

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Much of the heat you pay for is snatched out by the Invisible Invaders through the walls of your home.

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It doesn't take much to seal all those gaps around doors and windows.

Your family will immediately feel the benefit, and so will your pocket.

Insulate your roof
Your roof is another place it will pay to insulate. You'll be surprised how little it costs to put in a 3" layer of glass fibre—and how much it will help to keep your electricity bills down.

Lag your tank
From about £4, you can lag your hot water tank with a 3" thick jacket, and beat the heat thieves again.

This alone could cut future running costs by a quarter, enough to pay for the jacket in about three months.

Double glaze your windows
Windows provide yet another escape route for the Invisible Invaders.

Double glazing not only effectively keeps your heat in, but as an added advantage keeps noise out.



OVERSEAS

Warning on quality of tapes as Watergate cover-up trial starts

From Patrick Brogan
Washington, Oct 14

When the Watergate cover-up trial opened here this morning, the prosecutor promised to prove that the attempt of the legislative law enforcement officers of the United States to investigate the Watergate burglary were thwarted by the most important officials of the Government, including the President.

Mr Richard Ben Venista, one of the team of Watergate special prosecutors, began presenting the case after a two-hour delay, during which points of law were discussed in the privacy of Judge John Sirica's chambers. Mr Ben Venista said he would give a description of the events which he claims he can prove and a summary of the evidence that he will present. The trial will probably last beyond Christmas.

The narrative that Mr Ben Venista presented is familiar to everyone who has followed the Watergate affair over the past 28 months. He described the genesis of the plan to burgle and "bug" the office of the Democratic National Committee in the Watergate Building in Washington, and how the burglars were caught there on June 17, 1972.

These three, however, concern the cover-up, not the burglary itself. The Government alleges that the five defendants, and nearly a score of others, conspired to obstruct justice.

Some of the co-conspirators have pleaded guilty already and are now in jail or have been released. Others co-operated with the prosecution and have not been indicted yet. Another will be tried separately, and the most celebrated of them all—Mr Richard Nixon, the former President—has received a free pardon for every criminal act which may have committed in the White House.

Mr Ben Venista, turning to the evidence, started at once with the famous White House tapes. Everyone in court—judge, defendants, jurors and spectators—has a set of earphones for listening to extracts from the tapes which the prosecution wants them to hear.

Mr Ben Venista warned the court that the quality of the tapes varied. Recordings of conversations over the various telephones and in the President's Oval Office in the White House were very clear, he said, and the jurors would be able to make out everything that was said. Recordings made in the President's office in the Executive Office Building, however, were often of poor quality, and it would be hard work listening to them.

The court was also warned not to be affected by the language used in the recordings, which was sometimes vulgar and coarse. Mr Ben Venista said that the jurors must not hold the defendants to a different standard, each with his own lawyers and each trying to keep his distance from the others. Three of them were the most powerful officials of the American Government under the President during Mr Nixon's first term.

These three were Mr John Mitchell, who was Attorney General until he resigned in the spring of 1972 to become director of the Committee to Reelect the President; Mr H. R. Haldeman, the President's chief of staff; and Mr John Ehrlichman, who was successively counsel and chief domestic adviser.

The two lesser defendants are Mr Kenneth Parkinson, a lawyer at the Committee to Reelect the President, and Mr Robert Mardian, who was assistant Attorney General under Nixon and followed him as his deputy to the reelection committee.



President Sadat of Egypt and Dr Kissinger exchange a kiss after their talks in Cairo yesterday.

Mr Arafat may attend UN debate

From Peter Strafford
New York, Oct 14

Debate began in the United Nations today on the Arab proposal that the Palestine Liberation Organization (PLO) should be invited to address the General Assembly in the forthcoming debate on Palestine.

Given the overwhelming majority that the Arabs and their supporters have, it was expected that the proposal would be approved, in spite of the heated opposition of Israel. The Palestine debate itself will not be held for some weeks.

The speaker for the PLO is expected to be Or Nabil Shabazi, who has already arrived in New York. In an interview with the New York Post, published today, he said

that in exchange for the invitation to speak, the organization had undertaken not only to oppose but also to try and prevent hijackings and terrorist attacks in countries apart from Israel.

He said that Mr Yasir Arafat, the PLO leader, was "generally inclined" to come to New York himself for the debate. He said that the PLO had undertaken "police" action against terrorists about a year ago. It would be done, he said, "not only by compelling actions that do not fit with strategy, but later also apprehending people who attempt to go into violence on an international scale."

Today's discussions marked the opening of the second phase of this year's General Assembly. Up until now, dele-

gates have been involved in the "general debate", but in fact primarily a long series of speeches.

This year, the main point of interest was the world's economic troubles, and in particular the price of oil. Dr Kissinger, the Secretary of State, caused a stir by virtually demanding that the oil producers bring down their prices.

One big question this year was whether South Africa will be able to function as a normal member of the United Nations again. There is little likelihood that it will be expelled, since that can be vetoed in the Security Council, but the Africans have succeeded in preventing members of the South African delegation from even speaking in the past week or so.

Man hacked to death

From Our Correspondent
Johannesburg, Oct 14

A black miner was hacked to death and 23 were badly injured in a tribal fight at the East Raod Proprietary gold mine, at Germiston, near Johannesburg last night. A fight between a Melanian miner and a Lesotho worker, erupted into a full-scale faction clash which lasted nearly seven hours and left the mines' south-western compound badly demaged.

Arabs bewildered by the sight of Israel police manhandling Jewish squatters

Jericho warning on illegal 'settlers'

From Eric Marsden
Jericho, Oct 14

Arabs in the ancient town of Jericho are bewildered at the sight of the police manhandling fellow-Jews and herding them away in buses.

Mr Shafiq Ball, the mayor, has made private his own bewilderment at Jericho's life and sounded a warning that the un-awaited "settlers" could cause communal strife.

He told me that when the campaign began last week three Israelis camped out in an Arab-owned citrus grove. They claimed to have the owner's permission but this was denied and an argument developed. Arab workers were restrained from evicting the men forcibly and the police prevented trouble by taking them away.

Since then there have been several settlement incidents in the area. Yesterday, troops rounded up more than 60 squatters in a banana grove on the outskirts of Jericho and put them on buses. Other attempts have been made to stake claims to Wadi Kelt and the site of the Iav of the Good Samaritan, both unlikely and inhospitable spots for settlement.

Wedi Kelt, famous for the Greek monastery of St George which is built over a large cave in a sheer cliff, is idealized with the biblical brook Cherith, where Elijah was commanded to drink and fed by the ravens. Jesus was tempted in this same wilderness.

The Inn of the Good Samar-

itao does not even have Wadi Kelt's water. It is usually inhabited by an old man and a camel waiting outside the few dilapidated buildings for the occasional tourist bus.

Israel troops have to keep day and night guard on these historic sites. There are five road blocks between Jerusalem and Jericho, starting near Lazarus's tomb at Bethany, where until recently the usual procedure was to search vehicles for suspicious Arabs. Now militant Jews are the suspects.

The Jerusalem Post records that a bus driver seeking quick clearance assured questioning troops: "It is all right, they are all Arabs on board." Jericho and the Dead Sea are popular with Jewish families who swarm there in thousands at weekends to swim in the fresh water pools of Ain Feshka and buy cheap fruit in the town. It is a target for the militant settlers partly because of its biblical associations and partly because of fears that the Israel Government is prepared to sacrifice it in an interim settlement with Jordan.

Such a deal has been persistently rumoured in the past few months and regularly denied. It seems a forlorn prospect now with the campaign for accelerated Jewish settlement in full swing.

The opposition Likud Party's petition demanding the retention of Israel's rule over all the West Bank has gained an illustrious supporter, Mr Moshe Dayan, the former Defence Minister. At least three other Labour Party members of the Knesset have also signed it.

The Government has recently given assurances to

Jewish settlers at Ezion, near BeShelem, that they need have no fears for the future. It granted municipal status to Kiryat Arba, the Jewish estate next to Hebron, and reaffirmed the new Jewish areas of Jerusalem as well as its policy to maintain troops on the Jordan river and keep the settlements behind them. Yet the Government is being accused of "a policy of surrender" by right-wingers and religious zealots.

None of this makes any sense to the Arabs in Jericho. The mayor refused to discuss politics but was willing to explain the town's doleful economic problems since the 1967 war, when it lost most of its manpower. Until then it had a normal population of 20,000 plus 75,000 refugees from the 1948 fighting, some of whom earned a living on farms.

During the 1967 war, 8,000 residents and nearly 70,000 of the refugees fled across the Allenby bridge, most intending to return after the fighting. Only a small number were allowed to do so. The mayor's son, a student, was barred from returning. He crosses the bridge for a holiday every year under the summer visits scheme. "Living in his own home like a foreigner." A similar story is told by nearly every family.

Some farms have been abandoned. Others are desperately short of labour. A leading farmer told me that he used to have 100 workers, but now has six. He added: "Perhaps Rabbi Leviner (the leader of the settlement campaign) and his friends could help us out, but I do not think they came here to look for work."

Iraq gives spies 30 days to surrender

Baghdad, Oct 14.—Spies

Iraq may escape the death penalty by surrendering within the next 30 days, and by making a full confession. A death sentence was promulgated yesterday.

Spies who give information to Iraq counter-espionage agents will still be subject to capital punishment if they make false statements or they revert to spying after being freed, according to the Iraqi news agency.

"Any operative of foreign intelligence service benefit from the grace provided by gives every classified information across during his espionage activity to the Iraq Intelligence Department", the agency stated.

Under the previous law, spying for Israel or a hostile to the ruling Baath Party was punishable by death.

On Saturday, the agency announced that a network of Iranian spies had been broken up. All members of the network had been taken to court.

World chess draw

Moscow, Oct 14.—Viktor Korchin and Anatoly Karlov agreed to a draw on the twenty-fourth move of a twelve-game match in their chess challengers match.

They drew 2-0.—UPI.

Yugoslav President to visit Denmark

Belgrade, Oct 14.—President Tito, aged 82, who postponed official visit to Denmark 1 year, is to go there later this month, it was reported here.

US businessmen fear big Democratic poll gains

From Frank Vogel
US Economics Correspondent
Washington, Oct 14

Many of America's leading executives are becoming increasingly worried about the prospect of big Democratic Party gains in the November 15 elections. They fear that the Democrats will go on to wreck President Ford's economic programme in Congress and take an increasing number of actions counter to the interests of business.

These views emerged clearly at a meeting at a meeting of the Business Council, an organization embracing about 150 chairmen of America's largest manufacturers and banking companies.

Mr Bryce Haslow, vice-president for government relations at the Procter and Gamble company, adviser to former President Nixon and friend of President Ford, forecast at the meeting that the Democrats might gain 30 seats from the Republicans in the House of Representatives and win four more seats in the Senate.

Senior White House officials attending the private meeting of the Business Council were equally fearful about the Democratic gains, but less pessimistic about the prospects for the President's new economic programme. One of President Ford's closest advisers noted that "the initial reactions to the programme from Democratic leaders have been hostile and we have

expected that. But we have also sensed a willingness to cooperate and we believe that much of the programme will be dealt with and accepted by the Congress soon after the elections."

He admitted that if Congress elected 90 per cent of the proposed economic legislation put forward by the President it would be "fabulously successful". He hastened to point out, however, that the programme "the President announced should be seen as just an initial attack on the present economic difficulties and as "just the first in a series of action packages by the President on the economy."

Mr Walker Wriston, chairman of the First National City Bank, said the Administration must do much more to improve the general business climate. He noted that "to achieve the necessary goal of expanding the capital pool we have to concentrate on creating a climate by which both individuals and businesses are encouraged to save."

Some of the business leaders, however, are less pessimistic, but maintain that the President will have to find a working relationship with Congress, and to do this he will have to appoint men of high distinction to top Government positions. Some of the business leaders said that the word was that key Cabinet changes would be made after the November elections.

Victims of Thailand revolt honoured by royalty

From Our Correspondent
Bangkok, Oct 14

King Bhumibol and Queen Sirikit today performed cremation rites in honour of the 71 people who died in the October uprising a year ago.

Amid heavy security precautions, the ceremony was performed without incident at the Phramane ground. It is the first time that commoners have been given cremation rites at the ground, which is the royal crematorium site.

Police and troops had been placed on alert since yesterday when the ceremony began, and the police force and representatives of the National Students' Centre of Thailand and National Vocational Student Centre of Thailand, cooperated in arranging security.

The majority of the victims' bodies have been kept in storage at a number of wats (Buddhist temples) around Bangkok since last October, when the former military government resigned after street fighting.

Before King Bhumibol and Queen Sirikit lit the fuses leading to the funeral pyre, Mr Sanya Dharmasakti, the Prime Minister, delivered a eulogy in honour of the students and members of the public who died in the uprising. A special Government-student committee has been preparing for the cremation rites for the past few months with a budget of 500,000 Baht (more than £100,000). The grounds, which are used

at weekends for a market have been closed for the four weeks while the funeral pyre and surrounding pavilion were constructed.

The four pavilions which housed the coffins containing remains of 67 of the victims were constructed to face the funeral pyre in a semi-circle. The King and the Queen lit the fuses, which rapidly reached the funeral pyre where they created a spectacular effect by igniting four more fuses attached to surrounding pavilions. Buddhist rites were performed and the Prime Minister and most leading members of the Government filed up the pyre to pay their respects.

Although all schools in Bangkok and surrounding provinces have been closed since Friday afternoon in honour of the victims, October 14 was not declared a public holiday in Thailand. This factor, along with the five days of torrential rain which Bangkok has been experiencing, are thought to have contributed to the relatively small crowds of spectators surrounding the grounds. Estimates of the crowd ranged up to 12,000.

Although some of the bodies were already cremated, the actual burning of the corpses will take place at a later stage. Once cremation is completed a helicopter is expected to spread some of the ashes around the Gulf of Thailand near Bangkok.

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OVERSEAS

Over 300 arrested for voting offences as Kenya goes to polls

Nairobi, Oct 14.—More than 300 people were arrested throughout Kenya today for voting offences as the country prepared to elect its second Parliament since independence. Most of the arrests were of people allegedly impersonating others at polling stations, or for voting twice. There were 19 arrests in Nairobi and the rest were spread throughout the country's 4,000 polling stations, 90 of them at Kisumu in Nyanza province in eastern Kenya. The only serious violence reported was in the neighbourhood of Busia district, on the Sudan border, where several people—including Mr Arthur Kwana, Assistant Minister for Natural Resources—were taken to hospital after fighting broke out near a polling station and police and troops had to be sent in. Mr Ochwada, who was feeding his seat in central Kenya constituency, had an injured right hand. Police and members of the Kenyan General Service Corps (KGS) had a difficult time mending order and several cars d windcreens broken and other vehicles were damaged. With today declared a public holiday and all bars and nightclubs closed, voting was hurried by in the Nairobi suburban seat of Laogata, Mr Philip Leakey, only white Kenyan stand-in in the election, complained the provincial commissioner to a large number of names were missing from the registers at one polling station. People were turning up with valid voter cards but were not able to vote because their names were listed, he said. It staked are 158 seats in the local Assembly, being split by some 740 candidates, representing the ruling Kenya African National Union (KANU), the country's only political party since 1969. Apart from President Jomo Kenyatta, Vice-President Daniel Arap Moi and a small

Exchange of Cyprus prisoners to resume

From Our Correspondent Nicosia, Oct 14 The leaders of the two Cyprus communities agreed today to resume the exchange of prisoners of war and detainees near Friday after a three-week break. The agreement was reached during the weekly meeting of acting President Glafcos Clerides and Mr Raul Denktash, the Turkish Cypriot leader and deputy President, to discuss humanitarian issues. The exchange of prisoners of war ended abruptly on September 26 after the release of 1,946 prisoners out of the total of 5,298 (2,169 Greek and 3,129 Turkish Cypriots) held captive at the end of the fighting. Mr Denktash told journalists that the interruption was due to technical difficulties connected with the return to the island of Greek Cypriot prisoners held in camps on the Turkish mainland. A spokesman of the United Nations peace force said that the two island leaders also made progress in making arrangements for the return to their homes of people stranded in areas controlled by the other side. Tomorrow 110 Greek and Turkish nationals will be allowed to return to their homes. The United Nations spokesman announced that the International Red Cross resumed its search today for missing Greek Cypriots "hidio in various areas of the north", the part of the island under Turkish military occupation. The search was resumed in agreement with the Turkish Army, the spokesman said. Melbourne, Oct 14.—The Australian Government is trying to arrange for 2,000 Cypriot girls, refugees from the fighting on the island, to emigrate to Australia. Mr Clyde Cameron, the Labour and Immigration Minister, said today. He said the girls, all aged between 12 and 20, were living in the hill camps in Cyprus because they feared being raped if they remained in their villages.—Reuter.



Ethiopian women who fought in the underground against the Italians in the occupation of 1936-41 take part in a Victory Day parade in Addis Ababa.

In brief

Wandering ends for nuclear ship

Tokyo, Oct 14.—The Mutsu, Japan's first nuclear-powered ship will return to her home port tomorrow after six weeks' aimless drifting in the northern Pacific.

The 8,350-ton vessel sprung radioactive leaks during sea trials. Japanese fishermen, who have been objecting to the ship's return on the grounds that nuclear waste could contaminate their catch, today her to berth in her home port of Mutsu. While in port, the Mutsu's nuclear reactor room will remain sealed.

Pessimists attacked

Melbourne, Oct 14.—A scathing attack on the "pessimism and press prophecies of doom and disaster" was made by Gough Whitlam, the Australian Prime Minister today at the opening of the federal conference of Workers' Union.

Return of religion

Rome, Oct 14.—A Hungarian archbishop today told the world synod of Roman Catholic bishops that the Hungarian Government has decided to allow children to be given religious lessons in churches and other religious places.

Refugee aid medal

Geneva, Oct 14.—The Nobel Medal was presented today to the Right Rev Helmut Frey, of the Evangelical Lutheran church of Chile, in recognition of his aid in refugees in Chile after the September 1973 coup.

Film men's protest

Moscow, Oct 14.—Two Soviet Jewish film makers, a screenwriter and a cameraman are going on an 11-day hunger strike to protest against their "living conditions" since they applied to emigrate to Israel.

Earthquake appeal

Georgetown, Guyana, Oct 14.—Antigua has asked Britain for emergency help in housing prisoners and homeless families after last week's earthquake.

Plan to partition SW Africa comes under fire

From Our Correspondent Johannesburg, Oct 14 The plan to partition South-West Africa into one white and several black independent and semi-independent states is believed to have landed Mr Jannie de Wet, the Commissioner General for the Indigenous Peoples of South-West Africa, in a political hot water. He was believed to be having talks in Cape Town today with leaders of the Nationalist Party in South West Africa. Newspaper reports at the

weekend disclosed details of Mr de Wet's plan, which he insisted was drawn up in his personal capacity and not as Pretoria's chief representative in the disputed territory. It aims to set up a confederation of black states and one white state in South-West Africa, with the whites (90,000 or 12 per cent of the population) retaining the economic reins. Mr Japie Basson, chief foreign affairs spokesman for the opposition United Party, said today that Mr de Wet's

partition plan might cause black leaders in South-West Africa to refuse to take part in further discussions on the territory's future. Mr Basson added that he sharply questioned the capacity in which Mr de Wet spoke, especially in the light of a statement by Mr Dirk Mudge, the Nationalist Party leader in South-West Africa, that "all doors are open" in discussions. "Mr de Wet cannot speak for himself. He is an official of the Government and in that

capacity can only speak for the Government" the United Party spokesman declared. Observers interpret Mr de Wet's plan as cutting across the Nationalist Party's intention to seek a general agreement in South-West Africa about the best route to a form of self-rule. Mr Mudge has been involved for the past week in delicate talks with black leaders in the territory to find a formula for political participation in constitutional negotiations.

Currency charges admitted by former bank official

From Our Correspondent Salisbury, Oct 14 Kenneth James Cameron, a British-born former bank official, admitted in Salisbury High Court today charges involving more than £500,000 Rhodesian dollars (US\$380,000), of breaching the country's exchange regulations. At the same time, he pleaded not guilty to ravaging the Official Secret. The last charge arises from publication in The Sunday Express earlier this year of sanction-breaking information. He is already serving a five-year jail sentence for breaking the emergency powers regulations. The court went into closed session after 63 minutes. Mr Brendon Treacy, QC, the director of public prosecutions, made his case for Mr Cameron from his Desmond Lardner-Burke, the Rhodesian Minister of Justice, issued under the emergency powers ruling that most of the hearing should be in camera on the ground that it would be in the state's interest to disclose trading practices aimed at beating sanctions.

Former premier to abstain in Greek elections

From Our Correspondent Athens, Oct 14 Mr Panayotis Kanellopoulos, the Prime Minister who was overthrown by the Greek colonels' coup in 1967, said today he would not take part in the November 17 general elections because he wished to remain outside the tanks of any single political party. The veteran conservative politician said he found his constituency "to circles much broader than those of any one or two political sectors", among those who gave him their recognition and confidence "during the seven years of tyranny". Mr Kanellopoulos, who remained in Greece during the military dictatorship and was often under arrest for his criticism of the military regime, was with Mr Constantine Karamanlis, a leader of the pre-coup Ere party. Mr Kanellopoulos's statement was interpreted as an indication that he would be willing to become a candidate for the presidency of Greece, in the not unlikely case that the post-electoral referendum decides in favour of a republic, rather than the restoration of the monarchy.

Bengal short of food

From Our Correspondent Calcutta, Oct 14 Bengal's traditional festivity season, called Pujah, is tomorrow amid one of worst food crises the state has known. There are some signs of festive gaiety among the prosperous town-dwellers, but most of the rural areas are plunged in unrelenting gloom. A big protest demonstration

5 hurt in bombing of Tokyo firm

Perer Hazelhurst, Oct 14 Terrorists struck at another Japanese firm today in a time bomb exploded in the head office of the powerful trading house in central Tokyo, injuring 16 people, including five policemen. The blast ripped windows out of the third floor of the office building. The outrage came almost seven weeks after eight people were killed and another 330 injured by a powerful bomb at the head office of another important business house, Mitsubishi Heavy Industries, on August 30. A police spokesman said there was no direct evidence to connect the two explosions at present, but he pointed out that the two firms, which together with four other trading houses, virtually control the economy, have been the targets of attacks by radical students in the past.

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MPs march to Thieu palace in Saigon protest

Saigon, Oct 14.—Twenty-two National Assembly deputies, most of them normally co-operative towards the Government, today joined in the growing political ferment in South Vietnam by marching to the presidential palace to air complaints to President Thieu. They told reporters they wanted to tell him of the people's complaints over corruption and restrictions, as well as their own protests over proceedings in the National Assembly. This followed a row in the Assembly this morning during debate on the election of the legislature's officers. Some deputies alleged Government interference in the elections and two Opposition members burnt copies of the House rules.—Reuter.

Peronist dead in La Plata attack

Buenos Aires, Oct 14.—Three cat loads of men using machine guns and rifles shot up the headquarters of the left-wing Peronist youth organization in La Plata during the night. Señor Juan Carlos Leiva, aged 24, one of three people wounded in the incident, died today in hospital, bringing to at least 155 the number killed this year in Argentine political violence.—UPI.

Handwritten ledger table with columns for dates (21 Jan, 22 Jan, 23 Jan), descriptions (High Ridge School, High Ridge School of Deposit Account, etc.), and monetary values (£179.5-, £600.00, etc.).

Advertisement for Coutts & Co. featuring the headline 'In the past ten years, we've made some great steps forward.' and text describing their banking services, including narrative statements, computerized transactions, and nationwide cheque cashing. The ad concludes with the Coutts & Co. logo and the tagline 'A very individual bank.'

Fashion

Prudence Glynn



Right: The most interesting of the chemise/sock dresses. Cot-to armholes, this one with a blouse beneath. By Muriel Grateau for Basile.

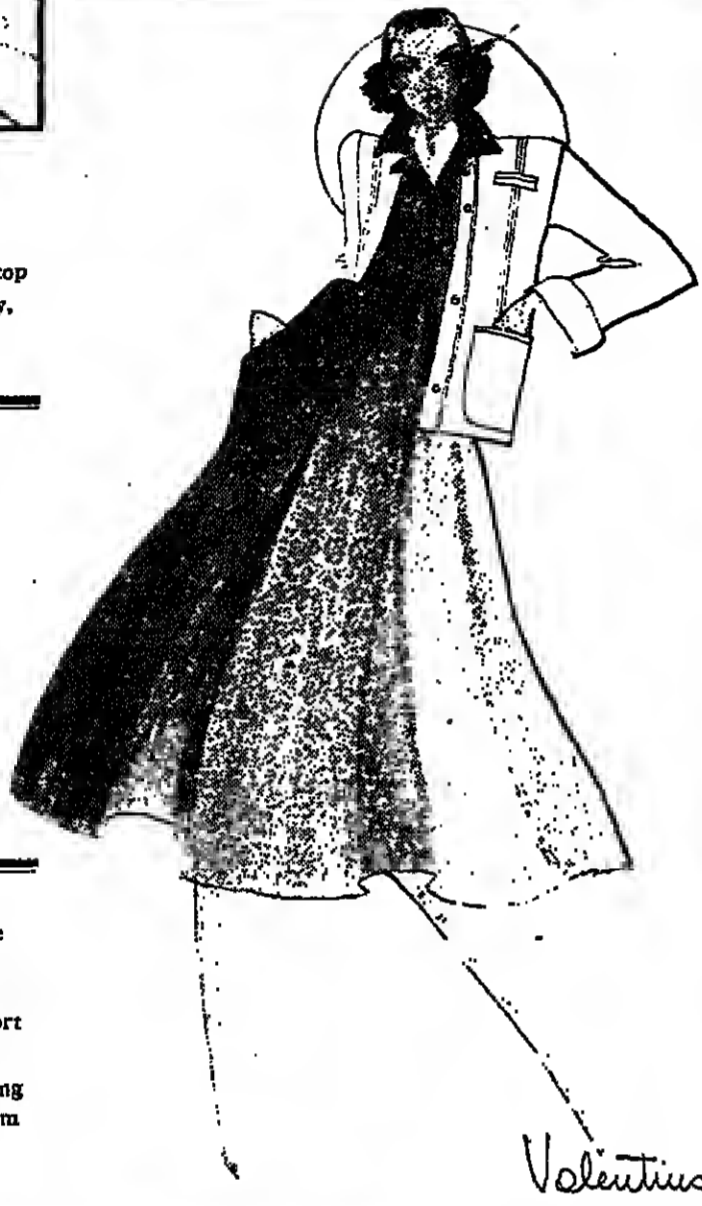


Left: Magnificent Walter Albini for Trell. Narrower soft skirt, turned back cuffs, full short top.



Top: Kenacort's rose pink romance, tie-on pleated overskirt.

Above: Ecru camisole knit top with silk cut-out embroidery, by Judith Ulman (ex Stirling Cooper) for Moons.



Valentino 75

Valentino sketches Right: Valentino for day. He places great emphasis on dresses, this one with his military buckled belt and short jacket. Far right: Valentino's swirling tent dress, flounced at the hem and cut from a tiny breast band. The jacket has his lily motif and his Mexican shirt-stitching details



Right: The new suit, in heavy linen by Muriel Grateau for Basile.

Below right: Krizio's charming caracation print liogerie dress and Cardi jacket.



Above left: Missoni stripes and checks with another new idea, a print dress, between the coat and dress. Above right: The newest look at Missoni: knit which looks like piece goods, glen checked, cape and dress. Necklace of wool stands with Perspex lozenges in a toning colour.



Valentino 75

What matters in Milan

Splinter groups, by the nature of their origin, possess at least to their early life an initiative and a cohesion which has often come to be lacking to their parent body. They are the product of gut feeling and common interest rather than of a trundling tradition which has collected a mass of political and economic and social expedients as it rolls. So it is with the ready-to-wear shows in Milan, which three seasons ago split off from the officialdom of Florence.

Typically, this show of private enterprise contains all the best houses, for to the world of fashion, as in most creative media, it is the entrepreneurs who set the pace. The Missoni group is particularly lucky in having among its Signor Aldo Pinto, the head of Krizio, whose generosity deserves thanks from his colleagues. If Milan wants to compete with Paris it feels they will need more originality. The shades of Kenzo, Lagerfeld and the total look principle of St Laurent hang heavy on many catwalks. But buyers, I am told, are more concerned with getting clothes which are on stream with current, although sufficiently new, trend, but above all getting them at a price and getting them delivered efficiently.

The skirts: Midcalf length or a little longer. Built up waist with a narrow belt (Albini for Trell) soft full skirt with a drawstring waist bow-tied in front (same house). Newest looking: the semi-slim skirt in very soft silky jersey or knit (Missoni, Callaghan) or very gently tailored in linen by Muriel Grateau at Basile.

The coats: Navy school gabardines, midcalf length, belted, by Muriel Grateau, who also did two long cardigan coats which were admirable. Albini's full trench coats.

The jackets: Very easy cardigan shapes. Short full velours at Krizio who also did lovely swing-back knitted jackets sometimes in stripes with a chevron effect. Albini's short, full poplin tops which over a full skirt remind one of Balenciaga's proportions.

The colours: Navy and white and all the colours of a spring sky, peaches, corals, citrus grey, pearly pink. At Missoni, dashes of vibrant rust, scarlet, green.

The dresses: Everyone is doing the sack dress with greater or lesser success. At its best in a sheer shirt by Albini, or very full and

glamorous at Basile, too simple for their own good at Missoni, dull at Callaghan, immortal at Ken Scott, not noticeable at Cadette. Alternatives are the belted full dress or the narrow jersey shift. Great emphasis on dresses.

Fabrics: Pure cotton damask (he calls it jacquard) at Ken Scott, pure linen remarkably increased at Basile, very fine striped cotton like a man's shirt at Trell, inside out knitting at Krizio, silky synthetic jerseys everywhere, fishnet, Donegal boucle and plaids by Missoni—who must have invented more knitting textures for high fashion than anyone else, whose collection was magnificent, and whose audience were mostly wearing previous triumphs. Ecru silky yaro with ecru embroidery by Judith Ulman for Moons. Krizio's, carnation print.

Finishing touches: Buttoned cuffs on jacket and shirt; left open and turned back. Soft material belts swathed to a clasp. Seven-eighths wide sweater sleeves from a kimono shoulder, roll necks, worn over a long sleeved skinny sweater to the same colour. Turbans. Long narrow scarves.

For evening: Lots of separates, silky knit skirts, cordi coats, camisole tops. From Missoni, a new piny idea of long skirt, chemise at the knee over a skinny sweater. From Ken Scott, classic packable romance in swirling rose prints. Shawls with fringes. Sporty two-piece ensembles in silk crepe de chine with knitted waist and cuffs.

For men: On the catwalk, Muriel Grateau's formal, waistcoated or d/b suits worn with an open necked shirt. Male models will need neck cream if this catches on. To the side, Donegal tweed trousers with a velvet waistcoat and jacket; ginger corduroy trousers with navy blue formal jacket.

Valentino shows his ready to wear in Rome this week. He was in Milan to show couture and generously brought me preview sketches of Thursday's presentation. He has two favourite dresses, the full tent dress cut from a tiny, high breast-band, and a long torso dress with a raised skirt set on low and concealing pockets. His skirts are either cut from the elliptical panel he showed in July, or have a shirred, built up waist. His new print is lilies, his colours white and grey, his business blooming.

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Appointments Vacant also on page 29



The Stevenson Professor of Paediatrics in the Department of Paediatrics at the Royal Children's Hospital, The University of Queensland, Brisbane, Queensland, Australia. The appointment will commence as soon as possible in 1975. SALARY: \$422,014. 15 November 1974.

Applications are invited for the following posts, for which applications close on the dates shown. SALARIES (unless otherwise stated) are as follows: Professor SA19,614; Associate Professor SA19,389; Senior Lecturer SA12,623; Lecturer SA12,623; Lecturer SA6,092; SA12,352. Further details, conditions of appointment for each post, method of application and application forms, where applicable, may be obtained from the Association of Commonwealth Universities (A/CU), 28 Gordon Square, London WC1H 0DF.

Australian National University CHAIR OF FORESTRY Faculty of Science The Chair of Forestry will become vacant in October 1974 when Professor J. O. O'Brien, the founding Professor, retires in order to take up a position with the Australian Government. The successful candidate will be appointed for an initial period of three years. The University would regard as a person who would promote the interdisciplinary nature of the Department's interests and who would maintain rapport with the forest service and industry. 18 November 1974.

University of Tasmania LECTURESHIP IN ANATOMY LECTURESHIP IN PHYSIOLOGY Applicants for the Lectureship in Anatomy should have experience in anatomical teaching and research. Preference will be given to medically qualified applicants who are unable to consider a full-time appointment should not be deterred from applying. 6 November 1974.

University of Newcastle New South Wales LECTURER Department of Economics Preference may be given to applicants with a background in economic history, particularly in the area of public finance and development, or public economics. Information about the Department may be obtained from Professor C. J. Mitchell, Head of the Department, in the University Building, Newcastle, N.S.W. 29 October 1974.

University of Melbourne STEVENSON CHAIR OF PAEDIATRICS (R-adsvised) Applicants are invited for the above-mentioned position.

Flinders University of South Australia CHAIR OF HISTORY FOR APPOINTMENT TO THE CHAIR OF HISTORY IN THE DEPARTMENT OF SOCIAL SCIENCES. The University will appoint a holder of the Chair of History in the Department of Social Sciences. The successful candidate will be appointed for an initial period of three years. The University will fund the position. The successful candidate must have a PhD in History and be a member of the Australian Historical Society. The successful candidate will be appointed for an initial period of three years. The University will fund the position. 29 November 1974.

LECTURER OR SENIOR LECTURER IN HUMAN BIOLOGY A Joint Lectureship or Senior Lectureship in the School of Biological Sciences and Medicine has been established and is to be supported by a grant from the Flinders University. The successful candidate will be appointed for an initial period of three years. The University will fund the position. The successful candidate must have a PhD in Human Biology and be a member of the Australian Society for Human Biology. 1 November 1974.

University of New South Wales LECTURER/ SENIOR LECTURER OPERATIONS RESEARCH School of Mechanical and Industrial Engineering The Department of Industrial Engineering, within the School of Mechanical and Industrial Engineering, offers a permanent position for a Lecturer or Senior Lecturer in Operations Research. The successful candidate will be appointed for an initial period of three years. The University will fund the position. The successful candidate must have a PhD in Operations Research and be a member of the Australian Society for Operations Research. 2 October 1974.

University of Sydney PROFESSOR/ ASSOCIATE PROFESSOR IN BEHAVIOURAL AND SOCIAL SCIENCES

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LECTURER/ SENIOR LECTURER IN MINING ENGINEERING Candidates should have an honours degree in Geology and appropriate experience in the field of mining engineering. The successful candidate will be appointed for an initial period of three years. The University will fund the position. The successful candidate must have a PhD in Mining Engineering and be a member of the Australian Society for Mining Engineering. 6 November 1974.

James Cook University of North Queensland LECTURER IN GEOGRAPHY Applicants should have a good honours degree in Geography or a related field and preferably also a postgraduate degree or be well on the way to the completion of one. The successful candidate will be appointed for an initial period of three years. The University will fund the position. The successful candidate must have a PhD in Geography and be a member of the Australian Society for Geography. 15 November 1974.

LECTURER IN HISTORY Applicants should possess at least a good honours degree and preferably also a postgraduate degree in History. The successful candidate will be appointed for an initial period of three years. The University will fund the position. The successful candidate must have a PhD in History and be a member of the Australian Society for History. 15 November 1974.

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This advertisement appears with the approval of the Scottish Local Government Staff Commission

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IAN GRAY, Managing Director.

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Appointments Page

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R. H. WILLIAMS, Chief Executive and Town Clerk.

Ancient warnings for modern China



The latest allegorical discussion of the problem of the political succession in China indicates fears that those who come after the present leaders may prove unequal to the task of defending what has been created. The discussion takes the form of an analysis of the reasons for the downfall of the Chin Dynasty in the third century before Christ, the first dynasty to provide China with strong centralized government.

A historian at the University of Yunnan, Mr Yang Kuang Han, analyses the problem as being centred on the class alliance of the ideologues and advisers whom a ruler collects around himself. Writing in the Peking newspaper, Kuang Ming Daily, he poses the question: Why did the Chin Dynasty, whose foundation is nowadays represented as the most important revolution in Chinese history, last a mere 15 years before it was overthrown by peasant revolt?

With the general caveat that present day conditions are not the same as those prevailing in ancient times, the author nonetheless states that this period of history contains "profound lessons".

"It is not easy to establish a new social order, and to consolidate it is even harder", Mr Yang writes. "A long and repeated struggle must be carried out".

The raising of this issue is a good clue to the thinking of the Chinese leadership at present, for the much cited campaign against Lio Piao and Confucius, which was carried on actively for the past year, was centred to a large extent on the politics of the Chin Dynasty and earlier ages. Everyone now knows that when these subjects are discussed they are meant to have relevance to the contemporary age. So when a national organ of propaganda discusses the reasons for the Chin Dynasty's early downfall, everyone is aware that warnings are being issued about the future of China when old age finally forces the present leadership to hand over power to younger men.

Denouncing the traditional view of Confucian scholars, Mr Yang declares that the weakness of the First Emperor's rule was not that he was too oppressive, but that he was too oppressive enough. In dispersing the old slave owning class he was too lenient, and in burning the Confucian canons and burying hundreds of scholars alive he was insufficiently thorough. He made the mistake of letting the adherents of the old ruling class serve him as officials.

If related to the present day, these observations seem startling. It is hard to imagine a

campaign which would discredit traditional ideas more thoroughly than the recent one. The policy of the last year or two has been to rehabilitate more officials accused of revisionism seven years ago, rather than keeping them in limbo indefinitely.

Chinese theorists would probably rationalize this by saying that Chairman Mao Tse Tung's policy is to rehabilitate officials who have recognized their mistakes, and this is presumably considered to apply to the 50 or so prominent people who reappeared unexpectedly on September 30.

But does Mr Yang's analysis of the situation conceal a warning, sanctioned from above, that there are others, not yet rehabilitated, who might pose a threat to socialism or public life?

Another salient feature of his statement is the way in which he blames individual officials for the downfall of the Chin Empire. He claims that Li Szu Li—hitherto glorified as the loyal Prime Minister of the First Emperor—foiled the dynasty after his sovereign's death because his fundamental aims were self centred. It is clear what some foreign observers of the Chinese scene may make of this assertion, but the continued honour accorded to the ailing Premier Chou En Lai appears to rule out any suggestion that Chairman Mao's faith in him has wavered or that a direct comparison is intended. Nor can one easily draw parallels between the declining epoch of Chiao Kao, who usurped the Chio Dynasty, and contemporary personalities.

The warning seems to be more generalized: no leading officials will perpetuate revolution if they fail to put their trust in the masses, even when the masses are in a state of revolt.

The fact that such historical allegories are not just academic meandering is illustrated by the revival in the same newspaper of condemnations of the so-called policy of economism. This word embraces the granting of material incentives to industrial workers on the lines of the system operating in the Soviet Union. It is regarded as the most basic and dangerous form of revisionism in China. What is surprising is that after a year of the latest campaign it should still be considered necessary to condemn something so heretical as "economism" in public statements, and this may not be unrelated to the warnings being given about the future of socialism under the next generation of leaders.

David Bonavia

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The election scandal that has nothing to do with political parties

Bernard Levin

Before I go any further, there is the matter of the television results programmes on election night. I usually stick with the BBC throughout the night, but last week I channel-hopped back and forth, and what I saw convinced me of what I have been suspecting for several elections past: that the presentation on both services, but much more on the television, has become an indefensible scandal.

Not, of course, a political one. Indeed, I was more impressed than ever by the scrupulous impartiality of the programmes; it would be impossible to deduce personal political affiliations, or even to gather the smallest clue to these, from the comments or demeanour of the rival teams of Burnett, Butler, Day and McKennie on the one hand, and Kee, Snow and Jay on the other—all of whom are, after all, men of powerfully-held convictions.

Nor am I referring to the content of the comments, discussions and interviews, though one point needs making here, for I see that fools are once again criticizing Robin Day for his "aggressive" interviewing. In fact, Day is, in his handling of the politicians, only asking on our behalf the questions that they must answer; and this is most true, and most visibly so, in the very small minority of interviews in which, while remaining impeccably polite, he refuses to allow an evasion to stand as a reply. The best example last week was his questioning of Mr Whitelaw (who had not been on the brief incursion of Mr Campbell Adamson, would have easily walked away with the title of the least impressive figure to appear on either channel all night) about the subject of electoral reform. Did he think, asked Day, that the present system was fair? Mr Whitelaw scuttled off into irrelevance and evasion. But was the system fair? Mr Whitelaw discussed, as it were, the merits of imagery and symbolism in Proust. Day's brows seemed about to smother the bridge of his spectacles; was the system fair? Mr Whitelaw launched on the existentialist philosophy of Heidegger. I thought for a moment, and indeed hoped, that

Robin was going to hit him; instead, he leered forward and asked Mr Whitelaw whether our electoral system was FAIR. Mr Whitelaw mumbled something about seeing whether or not the system might be fairer; the only relevant remark he made throughout) and fled, sweating. But Day had served us well.

With those matters out of the way, I turn now to the business of my title. Do not think I am putting it too strongly when I say that the election-night programmes, especially that of the BBC, have become a gigantic conjuring-trick, and I think I can convey what I mean by pointing to the poll conducted on election day itself, outside the polling stations. Electors in scores of constituencies were asked as they emerged how they had actually voted, thus lending an air of reality—spurious, we shall see—to the question which, throughout the campaign, has to be asked in the future: whether the system is fair or not. The forecasts were hilariously wrong, but that is not what I am complaining about. What I think we have to ask is: how much did this preposterous exercise cost, and what was the point of it? Within a matter of minutes, the results were coming in: who authorized this waste of money to provide a bad guess as to what we were about to learn in reality?

For that particular idiosyncrasy is only a symbol of the general idiosyncrasy that grips both channels on election night, and that has resulted in a complete misunderstanding of the function of the election programmes, and a colossal outpouring of money for no useful purpose whatever.

How much, for instance, did the BBC spend on computer time during the two days, and why? David Butler, using nothing but slide-rules, used as it were the number of what the figures were announced; what, other than the fact that the election-night programme seems now to be in the bands of grown-up children with unlimited pocket-money, is the point of asking a computer to do the same job? What is the

point of the massive mechanical maps and diagrams, none of which, with the possible and minimal exception of McKennie's "Bardground", added anything whatever to our knowledge or comprehension of the electoral process, either in general or in particular? What, in particular, was the point of the function of the computer jigsaw-puzzle map and diagram? (Actually, that question can be answered; the BBC, no doubt breathless with self-admiration, has appointed a woman—what Katharine Whitehorn has bitterly called "the statutory woman"—to the election-night presentation team, and she had to be given something to do, despite the fact that there was in fact nothing for her to do, and that this was abundantly obvious from the start. Incidentally, I will believe that the BBC is genuinely interested in sex equality on its screens, and not just mimicking, when it picks a plain "statutory woman" instead of the strikingly attractive Miss Lawley.)

Meanwhile, these criticisms apply to the ITN programme, except that because of the meanness of the ITV companies, there was less money for ITN to waste on

gadgets and machinery; but the bad intentions are clearly there, and if ever they have a windfall, it is clear that they will blue it as recklessly as the BBC.

What has gone wrong? Why this absurd waste of money and effort in telling us now what we would in any case know in a few minutes? I think it is that both channels have simply forgotten what the function of the results programmes should be. I may be the silly ringer battle (no biopic could better typify the childishness of the operation) than the immediate claims about the number of viewers watching each channel) which has led to the deflection of the programme from its purpose into a race to get the results on to the screen a few seconds before the rival team. But I think it is also, and probably to a greater degree, the seduction by machinery of those concerned. Typical is the "computer forecast" of the eventual result. This one doubt seemed, because it was done by an impersonal machine, to be in some way more likely to get the result right than human beings. But it only seems so to the innumerate who decide these things. The computer's forecast was not only false to start with, and only gradually began to approach the right answer as the night wore on. But at no point was it ahead, with its guess, of the estimates that intelligent and well-informed human beings were providing. (Indeed, David Butler was far ahead of the computer in getting the right order of magnitude for the final result.) And even that fact is not the most important; the most important is, of course, the question why should huge sums of money be spent to provide forecasts at all, when actual results were available more or less simultaneously?

What do we require from the election night programmes? First, of course, the individual results as they come in; first, one but the simplest machinery is required. Second, an analysis of what the individual results indicate for the election as a whole; for this, no machinery whatever is required. Third, intelligent discussion of the political implications of the

sway of electoral fortune; again, no machinery is needed. Fourth, comments, interviews and statements from politicians and other significant figures; this, too, needs no machinery.

I am not just complaining about the waste of money (though since, in the case of the BBC at any rate, it is our money that is being wasted, I certainly believe that the waste is justified); there is a more fundamental criticism. Both programmes, now little better than hoaxes, dangerously trivialize the whole political process. Flashing lights and computer printouts and mechanical forecasts and pseudo-scientific, pseudo-objective analyses will, if presented with enough surface skill and polish, tend to make people believe that this is what an election is about. And it is not. An election is about 30,000,000 individual choices, based on hundreds of millions of interlocking and contradictory impulses and feelings, which go to make up the infinitely complex web of political balance and battlefield that Parliament is. If the television programme on election night presents politics as a game, the voters will in time begin to think that it is a game, and that neither their vote nor the outcome matters any more than the result of a game. That would be a very dangerous idea, and a very dangerous democracy. At one moment in the long night, the talk turned to the opinion-polls; Robin Day described them fiercely as "a corruption of the democratic process" and a "very dangerous democracy though he is, he had failed to see that the entire operation of which he was part is a corruption of the political process beside which the opinion-polls really do constitute only a harmless game. We have at least one year or two before there will be any further need to think about the election-night operations; the time should be used by the broadcasting authorities to nerve themselves for the vital decision to throw away the entire studio full of useless machinery and present the results as part of democracy rather than electronics.

Times Newspapers Ltd 1974

What has gone wrong? Why this absurd waste of money and effort in telling us now what we would in any case know in a few minutes?

Curious end for the master of the bizarre

It was an election 125 years ago that brought about the death of the man who fairly can be said to have invented the modern detective story, and without whom the horror film might not have grown into the industry it is today. That man was Edgar Allan Poe, who during a short life dogged by tragedy, produced a range of prose unequalled in its power and imagination and a collection of verse unique for its haunted and haunting quality.

Poe was born in Boston, Massachusetts, on January 19, 1809, eldest son of poverty-stricken theatre folk. His father, David Poe, the son of a general in George Washington's army of revolution, had at the age of 25 given up his law career to join a travelling stage company whose leading lady, Elizabeth Arnold, he married. After the birth of Edgar, the family moved to New York, where David Poe apparently died a year later. In 1811, Mrs Poe also died and Edgar was taken in, though never adopted, by a Scottish merchant, John Allan, and his wife.

Particularly the wife, whom he adored—and in 1815 came with them to England where he attended schools in London and Stoke Newington. Five years later, they all returned home to Richmond, Virginia, where Edgar continued a classical education at the best school in the area. He was a handsome,

charming boy and in 1823 he came romantically involved with the daughter of the mother of one of his schoolfriends. Mrs Stanard died the following year; Poe was shattered; he hung about her grave for six months, and wrote the poem *To Helen* (his penname for her):

... And thou, a ghost, amid the crumbling trees,
Didst glide away. Only thine eyes remained.
They would not go—they never
would have gone—
Lighting my lonely pathway
home that night,
They have not left me (as my hopes have)
through the years.

In 1826 Poe went to Virginia University, where he was a good scholar and athlete, but always in financial difficulty. He took to gambling and ran up heavy debts which John Allan refused to meet. Edgar left university—and home. He published a few poems in *West Point*, where he ranked in the army, rising to the rank of sergeant-major, then a recommendation for a commission. Towards the end of 1829 he published more poems, settled his quarrel with John Allan, and the following year enrolled at West Point Military Academy, where he was less than a year in. He was dismissed in addition to drink first showed himself; he was dismissed in January, 1831, and John Allan rejected him completely.

For the next two years, Poe seems to have lived mainly in Baltimore with his aunt, Mrs Clemm. He published more verse but floundered, as modern poets do, that it paid little, he produced a prodigious amount of work—stories, literary criticism, essays and poems like *The Raven*, which is perhaps his most famous one.

And the rave, over sitting, still is sitting, still is sitting
On the pallid bust of Pallas just above my chamber door;
And his eyes have all the seeming
of a dream that is dreaming,
And the lamp-light o'er him
streaming throws his shadow on the floor;
And my soul from out that shadow
that lies floating on the floor
shall be lifted—evermore!

On a personal level, however, things were going badly for Poe. His young wife was dying and money troubles followed him from one editorial job to another. He drank heavily and turned to opium for solace; he also suffered from a brain lesion that gave rise to periods of apparent insanity. And yet he produced a prodigious amount of work—stories, literary criticism, essays and poems like *The Raven*, which is perhaps his most famous one.

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Virginia died in 1847, and Poe went into rapid decline. Grief turned his mind and the burden of his debts became ever heavier. After an unfortunate love affair, he attempted suicide in 1843, but it was a year later that his end came—and it was as tragic and bizarre as anything in his work.

It looked at the time as if his fortunes were improving. He had saved his financial position by lecturing, was offered the job of literary editor of the *Richmond Examiner*, and was preparing to remarry. His aunt, Mrs Clemm, was at this time living in New York, and Poe decided to visit her with the intention of taking her back to Richmond for the marriage. On the way, he spent a night in Baltimore, and the following morning, October 3, 1849—he was found unconscious outside a bar. Rumour had it that he had been on a binge, but in fact he had fallen victim to a then widespread electrocution practice which thugs seized hapless bystanders, drugged them, then took them on a tour of polling booths to register fake votes.

Thus it was that a unique and wayward literary genius was stilled. Edgar Allan Poe died in hospital of "violent brain fever" four days after being picked up from a Baltimore street.

It is important that security be improved—as Mr Fer Levin has written, but absolute security is impossible to attain. I fear lest we shall see a retribution. Punishment must be a valid or an effective answer to terrorism, although its imposition must be a just one, but unless the public permitted a catharsis, an opportunity to express its indignation at indiscriminate killing, maintaining we may rupture the links between people and the ready bonds that have been loosened. We must have a new view. Faced with a three-party society itself from its greater emphasis must be upon the retributive element. The imposition of the death penalty for political killing should not take the form of a retributive, intellectual, or even of a necessary, but its imposition would be an act of recognition that there exists a growing legitimate body of opinion within and outside Parliament that demands to be satisfied. It is not to be a mere token of a member of Parliament to subordinate himself to majority opinion. Nevertheless, the matter of capital punishment where the arguments for and against are so evenly balanced it is hard to deny an overwhelming public demand.

Julian Critchley
(The author is Conservative for Aldershot)

David Sinclair

The Times Diary

No panic but still plenty of buying

Weekend reports of a rush on consumer goods—prompted apparently by the return of the Labour Government and a fear of further price rises—proved exaggerated yesterday. At lunch time, Oxford Street was calm. People thronged the streets but there was not much action.

There had been heavy buying on Saturday, but this is the beginning of the Christmas season in the West End, and big spending is expected. Large stores have been reporting increased spending every Christmas since inflation began to eat about four years ago. If things continue to follow that people will pay more for them, while the money lasts. Nobody's reporter spoke to in Oxford Street yesterday seriously believed that the election result had set off panic buying.

But a John Lewis manager said he had seen signs of anxiety buying. "A sign came in the 'week' he said, 'and bought a colour television and then thought a bit of food bought a hi-fi set as well. I asked him if he'd won the lottery and he said 'No, but I want to spend my money while it's worth something.'"

Elsewhere, a soberly-dressed tax inspector was looking closely at mock antique fronted bookcase which was selling for £335. "I wish I could afford to panic buy," he said mournfully, "but I just haven't the money."

Decorators of bracelets and scent were doing their usual sharp-eyed business. One was selling what he claimed was £9-worth of scent for an alarmingly low £1.50 per bottle. "It's all as advertised in New York and London. If you can get it cheaper anywhere else I'll give you £500 for the charity of your choice." One

It had been arranged since last June and would have attracted a large audience. Air Vice-Marshal Stewart Meoaul, director-general of the institute, says that Shazli cancelled on orders from Cairo. The decision took the institute by surprise; Shazli had been on the telephone to finalize arrangements at the end of last week.

Shazli was recalled to Cairo at short notice last month after he had been reported as criticizing the Egyptian political leadership on their conduct of the October war at a reception given in London by the Arab Students' Federation.

Sewer man
A group of London Valerians gathered in Maid Vale yesterday to pay homage to "one of the giants of the underground, the creator of perhaps the eighth wonder of the world, the main drainage system of our great metropolis". Ellis Hillman, chairman of the London Subterranean Survey Association, who was responsible for this enthusiastic hyperbole, pointed to one of the institute's blue plaques to commemorate Sir Joseph Bazalgette in April, 1969, and it was unveiled yesterday on the sewer builder's childhood home, 17 Hamilton Terrace.

The tribute was belated consolation for the fact that when the GLC's predecessor, the London County Council, came into existence Sir Joseph was forced

into what he regarded as premature retirement at the age of 70. The last few years of delay to the plaque had been caused by the difficulty of locating his home. Two addresses in Whitehall (good for touting for Government business), one in Morden and one in Wimbledon (good for his wife's asthma) had all been demolished, and identifying the Bazalgette home in Hamilton Terrace was complicated by the fact that the street had twice been renumbered since.

Peter Black, the chairman of the Thames Water Authority, who unveiled the plaque, said Sir Joseph had built to last. His 100-mile system of intercepting sewers were still operational today. On the other hand, Londoners would have to speed more money on these old sewers to the coming years if unpleasant consequences were to be avoided.

The ceremony adjourned to an hotel near by where Sir Joseph's biographer presented a short slide show on the sewer builder's life and works. Guests commented how hard it was that a man whose work was so vital should be so little remembered. Children, said one, might be taught to say "Thank you, Sir Joseph", every time they flushed a lavatory.

After what seems a total confection to the left—Page on social justice—series returns to its right muttons with Sir Geoff. Howe talking of the necessity of private enterprise, followed by Brian Faulkner on leadership and security, intellectual property, and the choice of the grand finale is November 26, when Ena Powell will give an address entitled *God Save the Queen*, who by that time might be we have left.

Helping out

The London taxi driver has come in for well deserved praise from a New Zealand family. Mr and Mrs S. N. Seaton of Wellington flew to the country to be with the daughter, son-in-law and three grandchildren who were badly injured in the terror-bomb explosion at the Tower of London last July.

During the seven weeks they were in England they made about 50 journeys from Highgate to St Bartholomew's Hospital, and were carried free of the time by drivers of London-wide Radio Taxis. The journey would have cost them about £2 each way.

New twist to the shortages: You will recall that, were, my consumer advice service, advised you to chop kitchen towels in half to make toilet rolls. At Sainsbury's in Wandsworth on the weekend they had toilet rolls, fancy detergent ones, but were clean out of kitchen towels. I suppose you could now tape toilet rolls together—but who wants purple kitchen towels?

Why I now believe in hanging

In nine years in the House of Commons I have voted more than once in favour of the abolition of the death penalty. I have now changed my mind. My decision to do so has not been an easy one to take, but should the matter arise in the new Parliament I will vote for its restoration.

I was an abolitionist not because I had an absolute objection, moral or religious, to society taking the life of one of its members. I was against hanging because I did not believe it to be a unique deterrent against murder, and because I felt that society in the fifties, and even in the sixties, could manage without it. It is the growth of political crime in the seventies as exemplified by the Guildford bomb attack last week which has destroyed the hope upon which my previous conviction was largely based.

I see no parallel or analogy between the punishment of crime within a society, and the necessary self-defence of a society against its enemies. I wish to express my outrage, and the outrage of a certain number of those whom I represent in Parliament, at the suffering that is being inflicted on innocent people by the politically motivated Terrorists are neither insane nor cowardly; they are those who have deliberately placed the seeds of political objective before the means of civilized behaviour, and by so doing, have declared war against us all.

Those who will disagree with this challenge me on two counts. They will say that to execute terrorists will be to make martyrs, and to encourage reprisals. And they will claim that I have lost my cool, because I am either brave or foolish but because I fear consequences on the cohesion of our society, in the face of which seems likely to be a growing incidence of terrorist activities, were nothing seen to do.

If I have lost my cool, let me not before time. For five years we have watched the campaign of indiscriminate bombing and killings, which the IRA has carried on in Northern Ireland, a proportion of horrors the effect of which time, distance, and our own self-delusion, has served to diminish.

It is important that security be improved—as Mr Fer Levin has written, but absolute security is impossible to attain. I fear lest we shall see a retribution. Punishment must be a valid or an effective answer to terrorism, although its imposition must be a just one, but unless the public permitted a catharsis, an opportunity to express its indignation at indiscriminate killing, maintaining we may rupture the links between people and the ready bonds that have been loosened. We must have a new view. Faced with a three-party society itself from its greater emphasis must be upon the retributive element. The imposition of the death penalty for political killing should not take the form of a retributive, intellectual, or even of a necessary, but its imposition would be an act of recognition that there exists a growing legitimate body of opinion within and outside Parliament that demands to be satisfied. It is not to be a mere token of a member of Parliament to subordinate himself to majority opinion. Nevertheless, the matter of capital punishment where the arguments for and against are so evenly balanced it is hard to deny an overwhelming public demand.

Julian Critchley
(The author is Conservative for Aldershot)

PHS



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WHO WILL THE NEXT LEADER BE?

It became clear over the week-end that it is not possible for Mr Heath to remain as leader of the Conservative Party. There can be little doubt that he will in season accept the verdict of his party...

Powerful

Unfortunately negative feelings predominate about the other candidates as well. This makes the timing of Mr Heath's departure rather difficult to judge. Granted that he has to go, should the Conservatives be given more time to think of the best successor...

There seems to be a view that Mr Prior and Mr Carr would wish to run against Mr Whitelaw, and it is not clear that Mr Carr wants to be leader of the Conservative Party at any time...

Practical

It is not clear that Mr du Cann is going to stand for the leadership. Nor, indeed, is it yet clear who would stand apart from Mr Whitelaw. Mr du Cann has a solid chunk of support...

would like to survive Mr Heath, and they would prefer a candidate, like Mr Whitelaw or Mr Prior, from their own ranks. There are serious supporters of Mrs Thatcher notably among those who have worked with her...

The same can be said at this stage of Sir Christopher Soames. Theoretically a very strong case can be made out for bringing Sir Christopher Soames back in the way that Sir Alec was brought back in 1963. It would be perfectly easy to manage...

Heart-warming

As against that there are objections. He was not thought to be a good constituency member, though that was largely made up for by Lady Soames who apart from being a Churchill is the most unaffected and heart-warming of political wives...

The practical objection however is different. It is that the Conservative Party in Parliament does not know him. He has not been in Parliament since the 1966 election, and the new generation of Conservatives has for the most part never met him...

Conservatives after the election: Mr Heath's leadership

From Sir Robert Cary Sir, in view of the questions raised today in open discussion about the future leadership of the Conservative Party, I hope and trust that the party will not allow that issue to play any part in its thinking for at least 12 months.

Mr Heath is a courageous and stylish leader, and his change of style seen in the recent election did much to bring him renewed support. I hope the parliamentary party will give its leader the support he deserves, and scorn any attempt from any quarter to replace him.

From Mr Hugh Fraser, Conservative MP for Stafford and Stone Sir, if for the nation, as you say, there may be some comfort in the electoral result, for the Conservative Party there can be none.

Merely to keep one's fingers crossed in the hopes of an economic cataclysm destroying Labour is no more productive than it is patriotic. A profounder analysis is needed.

The crucial fact is that in the area of support, except in the "marginals" too many Conservative voters did not come out. They were demoralized, the machine felt alienated, the masses ignored.

From Mr Peter Temple-Morris, Conservative MP for Leominster Sir, I very much agree with that part of your leading article published (October 12) which says that the Conservative Party was perhaps fortunate in this election. At the same time it is perhaps useful to look at those persons who could have made the result extremely unfortunate.

From Mr J. E. R. Wauchop Sir, After the February election most Conservatives were shattered at the failure to alter the party leadership, and now that the latter has inevitably lost a third general

election perhaps the charge of disloyalty will be withheld when a desperate plea for change is made by this former Conservative parliamentary candidate.

From Mr Humphry Berkeley Sir, In the leadership proposals which I made to Sir Alec Douglas-Home, which are reproduced in full to George Harbison's biography of Edward Heath, paragraph 15 reads "Provision should also be made for the periodical re-election of a Party Leader."

From Mr G. L. Hyams Sir, The election is over and the inevitable hunt for Mr Heath is on. Mr Heath should stand aside, not stand down. The Conservative Party needs his considerable talents, his strength, his honesty and his integrity.

From Mr P. Palmer-Jones Sir, It is to be hoped that the hierarchy of the Conservative Party now realize, as many of us have forecast, that the choice of Mr Heath as leader has proved disastrous in both the party and our country.

From Mr J. E. R. Wauchop Sir, After the February election most Conservatives were shattered at the failure to alter the party leadership, and now that the latter has inevitably lost a third general

Hardy and a country churchyard in Wiltshire does not seem far happier and more suitable than to think of him in coexistence with a dark corner of Westminster Abbey, however august and time-honoured such a place of memorial may be.

From Mr William Sholto Sir, Use of the term "Arab oil producers" by the press is unfortunate when it leads to misunderstandings as evidence by Dame Freya Stark's letter (October 3).

While it is true that of the total world crude oil output of 2,804m tonnes in 1973, 1,026m was produced in the Middle East, hardly any came from countries involved in the 1973 war.

National Theatre's needs

From Mr Oscar Lewenstein and others Sir, Quite naturally the aims and ambitions of Britain's new National Theatre have attracted a great deal of public attention in recent weeks.

First, there is danger in the demand which will be made by the National Theatre on the resources of the Arts Council. Next year these demands seem likely to absorb something like 25 per cent of the Council's annual drama budget.

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Use of TV film in court

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Negative

The first reactions of Conservative members of Parliament have been rather negative. They say they cannot go on with Mr Heath, though many of them feel him to be the ablest and onest man in the parliamentary party.

From Mr Benedict Birnberg Sir, What is this new craze that has crept into our lives—the untouchable journalist and cameraman? According to the Radio and Television Safeguards Committee, the implementation of the United Nations resolution on demonstration cases would put journalists and camera crews in danger of personal violence.

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Prison remand system

From Professor R. M. Goode I have always been a strong supporter of the law enforcement authorities of this country, with considerable sympathy for prison errors and staff, whose duties working conditions are, to say least, unenviable.

From Mr Benedict Birnberg Sir, What is this new craze that has crept into our lives—the untouchable journalist and cameraman? According to the Radio and Television Safeguards Committee, the implementation of the United Nations resolution on demonstration cases would put journalists and camera crews in danger of personal violence.

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THE TIMES BUSINESS NEWS

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LAINING
THE COMPLETE CONSTRUCTION SERVICE

Increase of 1/2pc in retail index indicates spending is still buoyant

By Melvin Westlake
Consumer spending is still surprisingly buoyant. The index of retail sales, released yesterday by the Department of Industry, increased just under one per cent in September to 112.71—100 seasonally adjusted. This appears to confirm reports from the large retail stores and multiple shops that the trend of spending has continued to rise steadily in recent weeks.

RETAIL SALES AND HP

The following are the seasonally adjusted figures for the volume of retail sales and value of new instalment credit released by the Department of Industry.

	Sales by volume 1971=100	New credit extended £m
1972 Q1	105.8	2,497
1972 Q2	102.1	575
Q3	104.8	512
Q4	107.2	638
1973 Q1	106.5	870
Q2	110.7	2,871
Q3	111.8	761
Q4	108.0	681
1974 Q1	110.5	717
Q2	112.3	712
Q3	110.1	576
Q4	107.2	612
Jan	111.1	—
Feb	109.5	198
March	110.4	182
April	107.9	201
May	105.4	208
June	108.1	205
July	109.5	216
Aug	111.5	215
Sept	112.0	—

p Provisional.

Although the latest figures are only provisional, they reinforce the trend showing that the level of spending has turned to that of last winter before three-day working. With this recovery, the level consumer expenditure in the first six months of this year was per cent above the depressed level of the first six months, though still marginally below an average level in the second half of 1973.

It would now seem that the volume of retail sales is running at about the level initially recast by the Treasury at the end of the March Budget, but has subsequently viewed as optimistic.

However, some of this spending in recent weeks may have been motivated by the desire to make purchases quickly before prices increased further. The Department of Industry cites a 3 per cent increase in pensions, three per cent in wages and the cuts in the rate of value added tax as factors contributing to the level of spending.

Pilkington £150m expansion shelved

By Edward Townsend
Pilkington Brothers, Britain's sole manufacturer of flat glass, announced yesterday that it was shelving for an indefinite period its £150m world-wide expansion programme.

The company said it had decided it was prudent to delay decisions on the commitment of money in its capital programme until such time as essential changes in taxation and price control are made.

Half of the company's planned investment, which was to have been spread over three years, starting in April this year, related to expansion of the group's United Kingdom facilities. About £50m was for a new float glass factory in St Helens, Lancashire, due to have begun operations in 1977.

Pilkington said that successive reviews of its investment programme had shown that inflation had been at a higher rate than predicted. Fuel, raw materials, wages and salaries were all "severe added costs".

"The increases in corporation tax and the continued refusal to accept for tax purposes accounting methods which recognize the damaging effects of inflation, have all combined to drain cash from industry and have put at risk many plans based on using that cash for investment in new plant."

The company said that no commitments would be taken for the time being in connection with any major new investment in the United Kingdom and that all other capital projects were under critical examination.

US expects record trade deficit of \$5,000m

From Frank Vogl
Washington, Oct 14
The United States Department of Commerce is forecasting a 1974 trade deficit of about \$5,000m (over £2,178m).

Mr Frederick Dent, Secretary of Commerce, told American business leaders at the weekend: "Had the price of petroleum imports remained at pre-embargo levels, our trade account for 1974 would be heading towards a large surplus instead of towards a deficit of perhaps \$5,000m."

Mr Dent told a meeting of the Business Council (an organization of about 150 chairmen of America's largest companies) that there is a danger that the current rate of the dollar would become unrealistic because of dirty floating by other countries and that this could produce increased calls for isolationist policies and trade protectionism.

As it is, he said, the oil price developments of the year have completely distorted the "substantial and dramatic" improvement in America's basic international competitive position that was produced by the devaluation of the dollar in August 1971.

He pointed out that in the first six months of this year, the US imported 2.5 per cent less oil than in the same period a year ago, and yet the cost of importing oil to the end of August 1974 rose to \$15,800m against a total of just \$4,400m in the first eight months of 1973.

Mr Dent cautioned that the benefits of devaluation are of uncertain duration and impact. He said these benefits "have been substantially eroded since mid-1973 by the artificial strengthening of the dollar, not due to any real economic improvements, but because of speculation about future capital movements."

Belgian bank uncovers 'irregular' exchange losses of up to £27m

From David Cross
Brussels, Oct 14
Belgium's second largest bank, the Banque de Bruxelles, announced today that it had uncovered a number of "irregular, unrecorded and unauthorized" foreign exchange deals.

But, a statement reassured clients, the bank's internal reserves are amply sufficient to cover losses which might result from the winding up of the foreign exchange positions.

The statement went on: "Appropriate measures have been taken in agreement with the National Bank of Belgium and the Banking Commission to wind up these positions in conformity with the instructions from the authorities and the traditional policy of the bank."

A court official stated later today that the bank's losses could range from 1,000m to 2,500m Belgian francs (£11.1m to £27.7m).

M M W de Clecq, the Belgian Minister of Finance, said there would be legal investigations following a judicial complaint filed by the bank's directors with the general prosecutor's office as well as administrative investigations by the Banking Control Commission and the national bank.

Crop losses cut sugar output by 50,000 tons

By Hugh Clayton
Crop losses from the present British sugarbeet harvest will run at about double the acceptable level, the Ministry of Agriculture said yesterday. This will lead to a loss of a ton an acre, equivalent to more than 50,000 tons of refined sugar.

"What comes out is the need for farmers' attention to detail", the ministry said. "The machines do not seem to be used to their best advantage. By the end of the season the farmer probably only gets half the rate of work from his machine than he might have expected at the beginning."

The ministry was unveiling a report compiled by its Development and Advisory Service about harvester performance last year. The more sophisticated the lifting machinery the more it was likely to be delayed by transport that took the beet off the fields.

"This is a management problem for the farmer", the ministry said. "We have found a depressingly similar situation with potatoes."

Forecast of 15pc fall in UK steel consumption

From Peter Hill
Munich, Oct 14
Steel consumption in Britain may drop by up to 15 per cent next year in sharp contrast to the rise which is projected throughout the rest of the world.

This was the forecast today by Mr Charles B. Baker, secretary-general of the International Iron and Steel Institute.

He was presenting his report to the organization's eighth annual conference. The institute's forecasts were based on information provided in a survey of its membership.

In the case of the United Kingdom the decline implies a fall in the British Steel Corporation's output to the levels of about two years ago.

The latest projections in Britain's case do not take into account any reflationary measures which may be taken by the Government in the likely November Budget and for which industry generally is pressing.

They also serve to underline the urgency of reflationary action in view of the steel industry's importance to the economy.

State steel industry's output, according to Dr Monty Finniston, chairman of BSC, is running at an annual rate of about 23.7m tonnes in the current year, with some 21.3m tonnes for the home market and the balance for export.

Next year the corporation's production could fall to 21.7m tonnes, only marginally above the 1971-72 level, but the corporation is seeking to lift exports substantially to around 4m tonnes next year.

Mr Baker said that the institute projected an apparent worldwide steel consumption figure next year of 740m tonnes—a rise of 4.2 per cent on this year's level, estimated at 710m tonnes. World demand for steel has been buoyant for some time, and many observers would have expected to see a downturn.

Burge in wholesale costs

Tim Congdon
Wholesale prices, which rose 1 month at a similar rate to previous months this year, suggest that inflation is stabilizing at 20 per cent.

According to figures released today by the Department of Industry, the prices of home-made manufactured goods rose by 1 1/2 per cent in September, compared to a fall of 1/2 per cent in the price of raw materials and fuel bought by industry. The 1 1/2 per cent rise in output prices follows a 1 1/2 per cent rise in August and a 1 1/2 per cent rise in July.

In the last three months, output prices have been rising at an annual rate of 19.5 per cent, like the figures for retail prices, the wholesale price index is not distorted by changes in indirect taxation or any significant extent by seasonal movements of food costs. They therefore provide a good guide to the underlying effect of inflation.

Materials and fuel have been almost constant, and it is becoming more difficult to regard them as the principal inflationary influence. Higher wages are clearly the overriding factor now.

Hopes have been expressed that the change in the trend in raw materials prices will help to lower the price level of finished goods. The small drop in the raw materials and fuels index in September will therefore be widely welcomed.

But not much relief can be expected from this source for the time being. The lower September figure follows a rise of more than 1 1/2 per cent in August, which caught most observers by surprise.

WHOLESALE PRICES

The following are the indices (1970=100) of wholesale prices of manufactured goods and of basic materials and fuel purchased by manufacturing industry released by the Department of Industry yesterday. The figures are not seasonally adjusted, exclude purchase tax and value added tax, but include revenue duties.

	Output prices (home sales)	Prices of materials and fuel
1973 Q1	119.5	126.0
Q2	120.1	133.3
Q3	124.2	150.9
Q4	128.1	187.8
1974 Q1	138.3	214.3
Q2	148.9	218.8
Q3	155.8	218.1
Jan	184.2	210.7
Feb	198.5	215.1
March	142.3	217.0
April	148.4	217.4
May	140.0	217.2
June	151.2	213.0
July	153.5	214.6
Aug	155.7	217.3
Sept	158.1	218.5

p Provisional

Another Hyams block let

Mr Harry Hyams, owner of Centre Point, has let another block of his empire London office blocks. Space House, in Kingsway, which has been tenanted since built about 10 years ago, is to be let to the Civil Aviation Authority, it was revealed yesterday.

The authority's staff were told that preliminary negotiations for leasing Space House, which is near the present headquarters, have now been completed. But the deal is not yet signed and no details of the rental arrangement were forthcoming.

An authority spokesman did, however, describe the leasing as "a bargain". "We would not be doing it unless it was on advantageous terms. What that means in the light of the current uncertain state of the property market is not immediately clear."

Lay-offs start at Vickers

From R. W. Shakespeare
Britain's largest defence shipyard, with work on hand worth £225m, is being progressively brought to a standstill by a strike of 2,300 workers which began yesterday. The stoppage at the Vickers shipyard and engineering complex at Barrow-in-Furness, is over a pay dispute.

Last night a management spokesman said that some other workers had been laid off and that the number "will escalate day by day if the strike continues". In all the jobs of some 40,000 workers are threatened.

Reflation hopes boost shares

Hopes of reflationary moves from the new Government, and suggestions that some Arab states might soon reduce oil prices, brought a strong rise in share prices in London yesterday. The FT index rose by 6.3 to 197.2, and the Times index by 1.95 to 76.13, although some gains were trimmed after doubts arose on the hope of lower oil prices. Turnover however was extremely low, even compared with recent trading.

The property sector remained out of favour. But consumer shares drew encouragement from the interim report from United Drapery Stores. Industrial shares moved forward, featured by Glaxo Holdings, who reported good results.

Market reports, page 23

INTERIM STATEMENT

The IDC Group Limited

the international designers and constructors

INTERIM STATEMENT OF THE CHAIRMAN—MR. HOWARD HICKS

The unaudited profits for the half year ended 30th April, 1974, before charging Corporation Tax amounted to £385,534 (1973 £302,929).

In my annual statement sent with the accounts for 1973, I stated that the profits for 1974 would be at least maintained at the 1973 level, and I am now able to report that this will be so. I consider this satisfactory in the light of the economic situation that has been with the country all of this year.

The Group will start the next financial year with a very satisfactory order book, and providing we are permitted to execute these orders without the national problems of materials supply and labour relations deteriorating further, the growth of the group should be maintained.

Our Directors have declared an interim dividend of 8.26% (1973 8.2%) in respect of the year ending 31st October, 1974; the dividend being payable on 8th December, 1974. My wife and I continue to waive dividends due to us.

	Half year ended 30th April, 1974	Half year ended 30th April, 1973
Profit before taxation	385,534	302,929
taxation provided	184,784	151,413
profit after taxation	200,750	151,516
Interim dividend declared	9.26%	8.82%
amount absorbed by this dividend	30,360	25,513

Town & City property sales total £71m

By John Plender

Town & City Properties, whose management has been substantially reorganized since it acquired Sterling Guarantee Trust earlier this year, has contracted or completed £71m of property sales since its financial year-end on March 31.

The annual report, published yesterday, also shows that the sales, mainly of low-yielding properties, were made at a book loss of £2m.

Around £15m of the proceeds came from Prudential Assurance under arrangements whereby the Prudential agreed to make available up to £20m to acquire properties from T & C in its current financial year. The agreement was conditional on the success of the offer for Sterling.

A further £5m of sales to the Prudential are expected in the coming months and other sales are now under negotiation.

A large proportion of the cash has already been received and used to reduce borrowings. Mr Barry East, who relinquishes his post as chairman to become company president at the forthcoming annual general meeting, has been retained as a consultant until 1980 at a fee of £30,000 per annum and will subsequently be entitled to a pension of £15,000 for the rest of his life.

How the markets moved

The Times index: 76.13 + 1.95
FT index: 197.2 + 6.3

Rises	Falls
Ass Port Cement 3p to 87p	Broken Rill 34p to 402p
Barclays Bank 7p to 140p	Bolton Textile 1p to 84p
Brit Am Tob 6p to 171p	Blyvoors 50p to 730p
BP 1p to 25p	Bank of NSW 10p to 285p
Courtaulds 4p to 72p	Brit Assam 2p to 14p
Dupont 5p to 33p	Cominham 3p to 14p
Glaxo Hlids 8p to 202p	Cattle's Hlids 3p to 14p

Equities rose strongly but turned to new highs with spot up 55 at £390 and nearby December up £10 at £409—the first time any position has crossed the £400 mark. Cash fell to 2.28 from 2.28 to £2.975—the lowest since January. Cocoa advanced between £10 and £17. Reuters index was 6.2 down at 1,247.1.

On other pages	Wall Street	Market reports	Interim Statements:
Business appointments	20	23	The IDC Group
Appointments vacant	14, 15, 29	23	Tarmac
Financial Editor	21	23	Prospectus:
Financial news	22	24	J. Henry Schroder Wagg & Co
Letters	20	20	
Diary	21	20	

Who really knows the ins and outs of financing East-West trade?

The specialists in financing East-West trade are Moscow Narodny Bank. With over 50 years experience in promoting trade between East and West, Moscow Narodny is now acknowledged as the bank with the best connections and abilities in this specialised area of trade.

Moscow Narodny knows the Socialist countries exceptionally well, and enjoys close working relationships with their Central and Foreign Trade Banks. As East-West trade expands (faster than world trade as a whole over the past 12 years), Moscow Narodny is placing its specialist knowledge at the disposal of organisations wishing to trade with the Socialist countries, but who lack the specific knowledge to do so most effectively.

When you need to know the ins and outs of financing East-West trade, make sure you go to the specialists—Moscow Narodny.

Moscow Narodny Bank
The Bank for East-West Trade
20/22 King William Street, London EC4 3JH
Branches in Beirut and Singapore. Total assets exceed £335,000,000

Dr Carli calls for new assessment on impact of oil deficits for West

Stresa, Oct 14.—Dr Guido Carli, governor of the Bank of Italy, has called for new criteria in judging the credit-worthiness of industrial countries, following the near-quadrupling of oil prices.

The present norms were drawn up when the industrialized countries as a group showed a current account surplus compared with the rest of the world. He told the annual assembly of the Italian Forex Club.

These norms should be changed to reflect the new world situation. Industrialized countries were likely to show payments collective deficits for a long time, and should aim to reduce the volume and value of their oil imports.

Dr Carli said the world monetary system seemed able in the short term to cope with the problems posed by higher oil prices, but in the longer term these problems were unmanageable.

The European Economic Com-

munity's financing mechanisms had proved more and more inadequate to deal with higher oil prices, but the Council of Ministers would soon approve an outline law to allow long-term borrowing from oil producers. Backed by a Community guarantee, such funds could then be channelled to EEC countries suffering from payments difficulties.

Dr Carli confirmed that Italy was negotiating to consolidate its short-term borrowing with medium-term Community aid. The earlier EEC credit was granted in the recognition that floating exchange rates did not eliminate the need for reserves management. He said Italy borrowed \$8,000 million from the EEC in the end of September, 1974, to finance its current account deficit.

He gave warning that Italy would achieve equilibrium only by cutting imports, with the resulting effects on living standards.—Reuter.

1,206 price rises rejected under Phase Three

The Price Commission has rejected 1,206 proposed price increases and has won cuts worth £24.4m since the beginning of Phase Three, according to the latest figures issued.

During September, 44 price increase applications were rejected while 58 others were reduced. In a further 23 cases the applications were withdrawn.

In the same month the Commission won price cuts worth £1.65m from distributors and regional officers won cuts of £325,000 from 15 smaller companies. A total of 131 individual voluntary price reductions followed investigation of complaints about increases.

Rises hocked during September range from a 42.7 increase announced by Alconco Industrial Components on steel parts to a 1.6 per cent rise asked for by National Cash Register on ribbons for business equipment.

An increase of 30.9 per cent for airport coach fares sought by London Transport has been rejected.

Applications for increases since withdrawn include one by Tate and Lyle for a 3.58 per cent increase in sugar.

Post Office wins Giro link with Co-op Bank

By Maurice Corina
Industrial Editor

National Giro is linking up with the Co-operative Bank to handle the cash deposits of retail co-operative societies throughout Britain. This is another major coup for the Post Office in its campaign to win more business in the High Street.

Early this year, Giro signed up F. W. Woolworth and the British Gas Corporation. The Co-op has annual turnover in excess of £1,300m besides operating one of the fastest growing banks in the country which is to join the clearing system early next year.

Under an arrangement announced yesterday the Giro will provide Co-op stores with a cash deposit service, with the funds subsequently transferred to the Co-operative Bank's own Giro account.

The deal has been agreed following a pilot operation with a number of societies.

This new cash handling arrangement will run in parallel with transaction facilities offered under a similar agency arrangement by the clearing banks.

£15m syrup from maize plant sited at Tilbury

By David Young

A processing plant to produce a new natural sweetener and starches from maize is to be built at Tilbury, at a cost of more than £15m, by the Dutch-owned Albion Sugar Co.

The plant is due to start operation in mid-1976. Products will be starch and new syrups, including isomerase, a high-fructose syrup which is similar to invert sugar.

Production of isomerase is at present limited to the United States, but Albion's parent company, Koninklijke Scholten-Hoog, has the European licence rights.

Dr W. L. G. S. Hoefnagels, president of the parent company, said yesterday that isomerase was particularly suitable for the soft drinks industry as well as having applications in the food industry.

Britain had been chosen as the site for the first full-scale isomerase plant in Europe, he said, because "it is so badly needed in the United Kingdom".

He said isomerase could easily be used in tea or coffee, as it tasted like and had the same sweetening quality as granulated sugar.

Dr Hoefnagels said he would not divulge the plant's production capacity, but a pilot plant in Holland could produce 10,000 tons of isomerase a year.

The new Tilbury plant would be built on a 25-acre site leased from the Port of London Authority, and had been designed so that output could be trebled if isomerase was a market success.

Motortraders adopting 'survival tactics' to meet sales slump

By Clifford Webb

On the eve of the London International Motor Show, it was revealed that many motor traders have been forced to reduce their staffs by 20 per cent in recent months, and are now adopting "survival tactics" to counter falling sales and an acute cash flow problem.

Mr Ronald Sewell, a motor industry business consultant, said: "Many companies have still to appreciate the extent to which on paper they may be making profits yet still be losing money."

"The danger lies not just in the inflationary situation itself but also in our lack of experience in dealing with economic problems quite unlike anything we have previously encountered in this country."

Speaking at the launching of his latest book *Business Survival in Inflationary Conditions*, Mr Sewell said it might soon become too expensive for most people to consider buying a new car. Since last November new car prices had increased by 30 per cent while used car values had risen by only 5 per cent.

He estimated that a motorist attempting to trade in a one-year-old car against a new one would find that its part-exchange value was now only 50 per cent of the new price.

Even allowing for foreseeable cutbacks in inflation, motor traders would have to treble turnover in five years and double the amount of capital tied up in the business to survive. This would mean that banks and lending institutions would have to treble their current lendings.

Mr Sewell urged the motor trade to take a number of protective measures. They included a concerted effort to boost new car prices, the abolition of credit in other than large commercial customers, and asking discount customers to pay a month in advance.

During the past year new car sales had fallen by 25 per cent, used cars by 10 per cent, service sales by 6 per cent, parts sales by 15 per cent and forecourt sales by 11 per cent.

P & O buy a Norwegian cruise liner for £11m

By Michael Bally
Shipping Correspondent

P & O are paying around £11m for another nearly new passenger liner: the 20,000-ton Sea Venture, from K/S Sea Venture A/S of Norway. She is a sister-ship to the 20,000-ton Island Princess bought from the same owners earlier this year.

After refitting she will operate primarily in the Pacific.

At a time when cruising generally is going through hard times, P & O's decision to make a further substantial investment demonstrates a determination by the group, who have been world leaders in passenger shipping for over a century, to stay in the game if at all possible.

Mr Harry Spanton, head of the passenger division, said: "We are convinced of continuing demand for cruise holidays in the future despite gloomy forecasts. For this reason we have sought new purpose-built cruise ships to replace older units of our fleet."

With the Sun Princess (formerly Spirit of London), P & O will have three high-quality cruise ships under five years old, with low fuel consumption as the last of their older ships (the Himalaya goes this month) are phased out of service.

The Sea Venture, which has been operating in the Caribbean, carries 626 passengers in luxury cabins. P & O will operate her from the west coast of North America in the summer, and from Australia in the winter.

NEDO strictures challenged by concrete makers

By Malcolm Brown

The concrete industry has strongly criticized the National Economic Development Office for "wholly unjustified" remarks on the competitiveness of concrete in relation to other building materials.

In a report, Energy and the Construction Industry, published yesterday, the Cement and Concrete Association, a technical research body financed by the industry, says that sections in the NEDO report, "The Increased Cost of Energy, published earlier this year, are "in many respects inadequate and often misleading."

"Such conclusions as the report draws with respect to the cement industry and to the competitive position of concrete in relation to other building materials are largely unjustified and the report as it relates to the construction industry generally cannot be taken as the basis for realistic forward planning," says the association.

It adds that the calculations in the NEDO report are based on out of date and inaccurate information.

In an overall criticism the association says that the NEDO report fails to consider energy costs in relation to the rising costs of other resources.

Slump-hit VW lays off 43,000

Wolfsburg, Oct 14.—Volkswagen, the West German motor giant, today laid off 43,000 workers throughout the country for one week because of a sales slump on domestic and world markets.

The one-week one-way lay-off will be necessary next month and in December.

With overall sales down by 17.5 per cent to the first half of this year, VW has been offering lump sum payments of up to DM5,000 (£1,500) to encourage voluntary redundancies.

A final decision on whether to build a cost-saving assembly plant in the United States would not be taken before next year.

23.5 pc decline in gold wares hallmarked

Gold wares tested by the London Assay Office last month totalled 1,924,967 grams, a drop of 23.5 per cent compared with September last year.

LETTERS TO THE EDITOR

UK business performance worsening internationally

From Mr Arthur Day

Sir, Invariably I find myself in complete accord with Mr Michael Montague in his pronouncements on British export performance. Indeed, there are figures available which indicate how right he is when he states, as you report (October 10), that Britain's performance with her international competitors is worsening.

Published statistics indicate that during our first year within the EEC our exports to Common Market countries increased by 33.7 per cent whereas our imports from those countries increased by 47.7 per cent.

The latest figures available for the current year, ie, for the seven months ending July 31, show that our exports to the EEC increased over the comparable period last year by 43 per cent whereas our imports from them rose by 56.2 per cent.

I fear the lesson is that we have not yet adjusted to trading with fierce competition as compared with the relatively straightforward old Commonwealth trading.

Your readers might not know that whereas 20 years ago 50 per cent of our trade was with

High cost of social security benefits

From Mr A. U. Lyburn

Sir, Your leading article on October 5 very properly draws attention to the high cost of the level of social security benefits which it is generally assumed the public wants.

The article also questions the equity of the level of contributions required by the self-employed. As I understand the position under the Social Security Act 1973, as at next April 6 total national insurance contributions will be:

Annual Earnings	Self-employed	Employee
£1,150	£103.5	£146.65
£2,500	£171	£318.75

The ratio of self-employed to employed contributions ranges from 71 down to 54. Under the 1974 Amendment Bill the position would have been:

£1,150	£175.3	£161
£2,500	£285.3	£504

The ratio of self-employed to employed contributions ranges from 78 down to 57.

In my opinion, even allowing for the difference in benefits, these figures illustrate that the self-employed continue to be leniently treated and in fact equity, subject to definition, could demand relatively higher contributions from the self-employed.

Another point is the suggestion that under a pay-as-you-go system there can be a relationship between contributions and benefits, such that the contributions paid by or on behalf of an individual "buy" that individual's benefits. True, it is possible in theory to determine contributions which, if funded, might be expected to produce the required benefits, but contributions so determined would never in the past have been sufficient. Partly because the benefits themselves have been increased in real terms after the contributions have been paid.

It follows that for basic state benefits contributions are a myth. For once let us simplify life by replacing contributions by straight taxation.

We might, at the same time, make a serious attempt to pay our current pensioners the level of benefit we are expecting to receive ourselves, but perhaps that would cost us too much.

Yours faithfully,
A. U. LYBURN,
3 George Street,
Edinburgh,
October 12.

Occupational pension schemes and the effects of inflation

From Mr D. F. Lomax

Sir, I was very interested to see the letter from Mr Sherman, Director of Research of ASTMS, indicating that all but a handful of ASTMS members are in occupational pension schemes. This brings out a point which does not seem to be given due weight at the moment.

I understand that about two-thirds of the adult population have some form of life assurance, while just less than half the working population are members of occupational pension schemes.

The interests of all these people suffer through inflation, which reduces the real value of their savings, while rampant inflation can make a mockery of savings plans.

The interests of all these people also rely crucially on the flourishing capital markets, in property, debentures and gilts, and equities, and on a prosperous private sector (to maintain equity values), since

otherwise the investments into which their life assurance and pension funds have been placed would not be of adequate value.

Thus, the great majority of the population, union and non-union members, have a vital stake in the proper functioning of both the capital markets and the private sector.

Put the other way round, any government policies which undermine the private sector or the capital markets are unambiguously and directly contrary to the interests of all these people, union members suffering alongside everyone else.

In case there should be any misunderstanding, this letter is of course in no way a criticism of ASTMS, but merely takes Mr Sherman's letter as an interesting starting point and example for the above points.

Yours faithfully,
D. F. LOMAX,
4 Claremont Road,
Claygate,
Essex, Surrey.

British trade deficit with the EEC

From Mr Gerald Simpson

Sir, You reported recently that the Secretary of State for Trade, Mr Shore, considers our trade deficit with the EEC an argument in favour of our leaving the Community. One would have more respect for Mr Shore's views if they included an analysis of the reasons for that deficit.

Until six months ago I was senior British Consul-General in the Federal Republic of Germany, in a post whose area embraced a third of West Germany's industry. I can tell Mr Shore why we have a deficit with the EEC. On the one hand, continental Europeans find us undependable as suppliers and, on the other, British industry finds the dependable supply offered by continental manufacturers attractive.

I could offer many examples to prove this, ranging from the German engineering company whose board vetoed

the purchase by all of its subsidiaries of any British goods, regardless of their price, to a catalogue of British imports promoted by continental availability.

It is absurd of Mr Shore to argue that the oil producing countries present us with a better market than does the EEC. Does he think that the oil producers are not as attracted as are our manufacturers by dependable supply? He must know how successful the continental countries have been in negotiating global contracts with the oil producers during the past year.

Mr Shore and his colleagues would earn this country's gratitude if they were to devote more time to finding remedies for the shortcomings in British industry, and less to the pursuit of ideological aims such as nationalization and the unconstructive denigration of the EEC. They might make this,

rather than the purchase of votes, the first charge on this country's future resources.

In doing so they would probably also earn the thanks of British consumers. Probably nothing so appeals the visitor to this country as the complacency that he finds among suppliers of goods of all kinds, who appear to have accepted as normal months-long delivery delays of standard and much advertised articles, or even unavailability at all. As long as a domestic or foreign customer for a simple item of bedroom furniture has to wait eight months for it, there is something more important for Mr Shore to do than thinking of nationalizing the efficient part of our industry.

Yours sincerely,
GERALD SIMPSON,
Furnace Place,
Haslemere,
Surrey.

SIA expands into timesharing services

New hardware and software resources which are due to come into use next year were announced by Mr Gerry Pick, managing director of Service in Informatics and Analysis (SIA). An expansion into timesharing services in particular is planned by the company.

Outlining the company's growth over the past four years, Mr Pick said that in-house processing had remained fairly static; branch-office work had increased more than fourfold; and remote batch had risen more than threefold.

In terms of type of service, the main increase during that period had come in applications packages, which had risen from an index of 100 in 1971 to an estimated 387 for 1974.

Over the next few months, Mr Pick announced, SIA was going to introduce a Control Data Cyber-72 computer in addition to its existing Control Data 6600. By next April the two would be operating together as an integrated system.

A modified version of the CDC Kronos operating system would provide the software basis for a widened choice for users, who would be able to compute interactively, in the batch-processing mode, or in a combination of the two.

The new system would permit a greater number of terminals to be accommodated; a greater variety of terminal types; and should provide faster response times.

SIA was formerly a part of the Metra International consultancy group. Now the company is owned by Compagnie Internationale de Service Informatique (CISI), the computing subsidiary of the French atomic energy authority. For the first six months of this year, Mr Pick indicated, SIA achieved a profit

Computer news

Two studies into central-government computer systems have been commissioned recently with outside consultants. Using a hardware monitor, Logica has indicated possible improvements in the performance of a computer system used by the Civil Service Department; and PA Management Consultants is to conduct a review of government payroll systems.

The CSD computer is an ICL 1904S used in setting up the PRISM central database for Civil Service staff records. The Logica investigation resulted in ways to cut down the run-time of four computer programmes by half, and indicated other areas where improvement is possible.

In the PA projects, which is expected to take about nine months, the consultancy will examine the scope for

Government studies

standardization as computers now in use become due for replacement.

Teleprocessing view

International Business Machines has announced what it describes as a "new, unified approach to teleprocessing architecture or SNA. A number of new terminals which operate within the SNA concept have also been introduced.

The new approach is intended to offer a common design framework within which a range of teleprocessing systems can be built up. Previously, such systems had involved terminals, programmes and line control methods which often were incompatible with each other.

Using SNA, the company claims, programmers can concentrate on the applications rather than on the network; and the network can be expanded or changed with little or no re-programming.

Kenneth Owen

Business appointments

Midland Bank directors

Mr Neil Mills, chairman of Bland Payne Holdings, a firm of Lloyd's insurance brokers now wholly controlled by the Midland Bank, has joined the board of the bank. Sir William Armstrong, who is to become chairman next April, has been appointed deputy chairman and elected a deputy director.

Mr Kenneth Thorogood, chairman of Toyer Kemstey and Millhouse (Holdings), has become chairman of BMW Concessionaires GB, which is wholly owned by TKN. Mr Jonathan Slett remains vice-chairman and chief executive.

Mr Aaron Hill becomes managing director.

Sir John Muir, Mr R. F. Monk and Mr D. Tobias have joined the board of Vickers.

Mr J. F. Horrocks-Taylor and Mr H. W. Underwood, at present assistant managing directors, are to become joint managing directors of Greysey Building Products when Mr G. L. Cruickshank retires as managing director next March.

Mr N. E. Baxter, Mr M. C. D. Goodhead, Mr D. H. Hodson and Mr D. S. Booker have been made directors of Edward Bates & Sons. Mr Allan Ferguson is to be the new managing director of PD Pollution Control.

Mr W. M. L. Fullerton has joined the board of Willsons Francis and has been appointed deputy chairman and chief executive.

Mr R. I. Marshall has been appointed a director of James Warren.

Mr Kennedy Campbell, managing director of Armitage Shanks Group, has become chairman. He succeeds Mr C. Kenneth Smith who on his retirement was elected president.

Mr Ian Michie, formerly a director of Kiewit Beeson has joined the board of Brand's as director of the international banking department.

Mr J. D. Russell Taylor has been appointed deputy group marine manager of Sun Alliance and London Insurance Group, from January 1, 1975. He will continue as underwriter and manager of The London Assurance.

Mr Z. A. Frangopoulos has been appointed vice-president and head of the European group of the petrochemical and mining division of Chemical Bank. Mr David H. A. Babington is vice-president and head of the European section of the corporate finance group of the bank.

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CORSO VITTORIO EMANUELE 15 - MILAN (ITALY)
edited by the ITALIAN CHAMBER OF COMMERCE FOR FOREIGN TRADE

GUINNESS PEAT GROUP LIMITED

First full year after the merger in January 1973 of Lewis & Peat Limited and Guinness Mahon Holdings Limited.

1974 (12 month period) compared with 1973 (13 month period of which only four months reflect the benefits of the merger).

	1974	1973
Trading Turnover	£000	£000
	299,879	193,126
Trading Profit before tax	6,536	2,915
Banking Profit after tax and transfers to contingency reserves	919	862
Net equity earnings	3,642	1,817
Earnings per share basic	20.28p	10.61p
fully diluted	16.79p	9.12p
Total dividends gross equivalent	42%	38.6%
Equity capital and reserves	13,928	9,348

The statement of Lord Kissin, Executive Chairman, makes the following points:

- Your board has decided that it would be helpful to give some indication of the profit contributions made by our trading divisions.
- Commodity broking and dealing 27% Insurance broking 9%
- Commodity processing 11% Other broking activities 9%
- General merchanting 13% Food distribution 11%
- Chemical trading and manufacturing 15% Other activities 5%

- I would emphasise that it is our aim to specialise our banking services functionally and territorially where we see the best advantage.
- In the current year our merchanting, commodity and chemical operations are continuing to operate at a high volume.
- Fenchurch Insurance Holdings is now wholly owned by the Group and progress can be expected.
- Our concept in creating this new organisation has proved right in the past year and will prove right in the future. We believe that a total service operation covering a wide sphere of complementary activities offers considerable potential.

The Report and Accounts can be obtained from:
The Secretary, 32 St. Mary at Hill, London EC3R 8DH.

BY THE FINANCIAL EDITOR

Glaxo heads for more leisurely growth

Glaxo's share price has been savaged at the hands of the bears over the past couple of months or so. But despite the fact that a 29 per cent pre-tax improvement for the year to end June means that the group's more loyal followers can now put on an "I-told-you-so" performance, there seems little reason to expect any early revival in market status.

In short, then, Glaxo has now had two extremely good years—pre-tax growth of 24, then 29 per cent—on the back of its substantial investment in new capacity in a firm trend in the bulk antibiotic market. So what the market now wants to see is at what kind of growth rate Glaxo can stabilize over the medium term. In that context, a mere 1 per cent increase in United Kingdom sales last year (excluding wholesaling and, admittedly, distorted by the BDH chemicals disposal) may not appear particularly encouraging. Much more important, however, is what happens in overseas markets, both in terms of demand and economies of scale. It is in these areas that the market is looking for a fully diluted p/e ratio of 6.6 at 20p may not be that far out of line, but there is little hope of a per cent yield—unless dividend restraint comes off.

Final: 1973/74 (1972/73)
Capitalization £139m
Sales £259m (£220m)
Pre-tax profits £43.5m (£33.6m)
Earnings per share 1.8p (25.7p)
Dividend gross 11.025p (10.5p)

Town & City Sales so far

Inevitably it is the £71m of property sales that catches the eye in a set of accounts from Town & City Properties that have already been left behind by the acquisition of Sterling Guarantee Trust. To have achieved those sales since March at a book loss of only £2m is impressive to say the least. All the more so, bearing in mind that the average yield on the sales in the United Kingdom was a lowly 3½ per cent and the yield overseas 7½ per cent.

However, the figures must still be seen in context. After the acquisition of Central & District and Sterling Land, gross assets rose to £618m while borrowings jumped to £306m. Even that Town & City has one of the larger development programmes in the property sector, even after the cutbacks imposed by the new management team under Mr Jeffrey Sterling, it will take considerably more time to pay off disposals before C & C can look forward to covering its borrowing costs.

Moreover, the first £71m of sales must be the easiest in a specialized property market, and in this regard they were mainly achieved where the year gained some marriage value. The yields are therefore representative. And the residential, of course, was King £1m of the property market's existing arrangements. At present the Sterling management team does not seem to be under excessive pressure to sell. Much of the £3m facility made available by Barclays at the time of the takeover of Sterling remains unused and the clearing bank's commitment to the group is such that it has every incentive to nurse a company along. As yet, however, there do not appear to be raising objections to the substitution of security of there is a chance that Prudential will continue to supply its traditional role as well as City's main financier. For all that, the group must anxiously hope for some fall in interest rates, return of confidence to the property mar-



Mr Jeffrey Sterling, taking over as chairman of Town & City Properties early next month.

ker and the fulfilment of government promises on the relaxation of rent. Sterling Guarantee's proved itself in the past. But this time the figures and risks involved are daunting. A market capitalization of £33.6m can only remain speculative in the short term.

UDS Signs of strain

UDS Group's decision to write off the remainder of its loan to London & County came as little surprise yesterday, given the hint at the annual meeting and the further provisions made by FNFC on its L & C loan. And it is not too worrying either, since reserves are still over £116m. The market was then left with the task of assessing the UDS interim figures and eventually reacted favourably.

While affected by the three-day week at the start of the period and the clamp-down on hire-purchase business, last autumn, turnover increased by 7.2 per cent to £111m, implying some loss of volume. Department stores business remained sluggish (UDS must feel happier now that its offer for Debenhams failed) and so did hire-purchase where the downturn in new business is illustrated by a drawback of deferred profits amounting to £1.35m compared with a debit last time of £408,000 when this activity was still expanding.

Multiple trading, particularly tailoring, was buoyant—a trend still on the increase. While the hope is that full year results will be satisfactory if present sales momentum is maintained UDS will do well to sort in the second half the sort of profits setback experienced so far. Thus at 49p the shares may be selling at around 6.9 times prospective earnings, and with a yield of 15 per cent. An unexciting investment may be but one that holds up against the sector.

Interim 1974-75 (1973-74)
Capitalization £74.3m
Sales £111m (£104m)
Pre-tax profits £9.26m (£10.4m)
Dividend gross 5p (5p)

Tarmac Proving resilient

The good news which put Tarmac 34p higher to 87½p yesterday was less to do with that it should have shrugged off the three-day week and more overseas losses to emerge 10 per cent up—right on stock market targets—than with the fact

that the second half promises similar buoyancy. Not that the group has remained wholly immune to the familiar problems of the building and construction industries. For instance, McLean's profits at £488,000 for the first time, are nearly halved and the expected slow down on the construction materials side is beginning to have its impact.

But the implication of a 28 per cent rise in turnover is that roadwork prices have been moving ahead well. And for the rest the expectations of an improving second half are a testimony to the underlying strength of the contracting order book, particularly for larger projects. The second half should also have less elimination overseas working in its favour with expectations of a return to profitability following the management problems experienced in Europe last year.

So a full year profit of £17.5m looks a fair assumption for a prospective p/e ratio of 4.6 and a yield of 12.8 per cent. That alone will be unlikely to tempt investors who are currently expecting 1975 to look even worse for the industry than 1974. But for the moment Tarmac is showing greater resilience than others in the sector and could continue to do so into next year. And, of course, it could be a prime beneficiary of any government-inspired measures to get the industry going again.

Interim: 1974 (1973)
Capitalization £38.4m
Sales £148m (£115m)
Pre-tax profits £7.27m (£6.60m)
Dividend gross 4.48p (3.97p)

Rockware Forecasting more

Three separate price increases since June 1 appear to have transformed the short-term outlook for Rockware after a rather shaky start to the year. Allowable cost increases in June and October of 8 per cent each were supplemented by a further 9 per cent increase in October in respect of capital spending.

The total cash flow criterion adopted by the Price Commission in calculating this last increase has helped Rockware's working capital situation (a portent of a more flexible attitude by the Commission in these times of strained liquidity) and the cash position is apparently good.

First half margins were badly squeezed not only by the delay in implementing price increases but by outside industrial disputes which Rockware reckons cost it at least £1m in profits.

Costs of closing the Greenford factory and the plastics divisions of Burwell, Reed and Kinghorn will be written off against reserves pending the sale of the premises concerned. So, given the improved pricing situation, there seems little reason to doubt the forecast of an overall improvement in profits this year, despite the bad start. Assuming that means around £24m before tax, then fully-taxed earnings would be around 7½ p a share for a prospective p/e ratio of 4 at 30p.

Rockware's defensive merit at the moment is that, even if demand for certain consumer necessities, such as convenience foods, is falling back, the need for beer, spirit, mineral and milk bottles seems to be strong.

Interim: 1974 (1973)
Capitalization £4.85m
Sales £20.8m (£17m)
Pre-tax profits £0.57m (£0.80m)
Dividend gross 1.31p (1.25p)

Tim Congdon explains why earnings are outstripping official rates of pay

A wage explosion—or wage drift?

Some would say that the most urgent problem facing the new Labour Government is the "wage explosion". It figured prominently in the election campaign, with discussion centred on Mr Heath's claim that wages were rising at an annual rate of more than 40 per cent, a rate which would inevitably bring serious price inflation in its wake were it to continue.

In many quarters there has been a growing demand for a legally imposed wage freeze, to hold the floodwaters in check until the storm has abated. It is important, therefore, to estimate the scale of the wage explosion and to decide on its causes.

In the three months to July earnings were rising at an annual rate of 46.8 per cent. Of course, there are special factors which go some way towards explaining the startling figure. The main ones are the effect of threshold agreements and of a "buoying" of settlements in the three-monthly period.

But they are not so "special" as has been suggested by some observers. The engineering agreement, which affects nearly three million workers and is so large that it always causes some distortion, became effective in August and should not be taken into any difficulty to the July figure.

Official sources have argued that some companies paid the higher rates contained in the engineering settlement a month early. This may be true,

but published figures in the Department of Employment Gazette do not lend support to the view that this behaviour on the part of some engineering employers was responsible for the July figure.

In July the rise in earnings was concentrated, rather spectacularly, in one or two industries. The main ones were the chemical and allied industries (a rise of 8.4 per cent in one month), leather goods and fur (8 per cent) and a number of other industries, including paper manufacture and publishing, where the rise was about 3½ per cent.

Principal wage settlements in these industries may be partly responsible—but the engineering award, by itself, comes nowhere near explaining the increase in rates. Equally, although the other exceptional influence, thresholds, makes a large difference, it should have less impact on the rates index.

To fact, the earnings index has risen by noticeably more than the rates index. The real answer has nothing to do with any "special factors" or any bogus attributions of supposedly exceptional increases to a particular period. The real reason for the acceleration of wages increases is a rather nasty outbreak of "wage drift".

There are a variety of definitions of wage drift, but the basic idea is simple. Drift is that part of the increase in earnings not caused by increases in wage rates.

WAGE DRIFT
Annual increase implied by latest three-monthly figures—%

Earnings	Rates
June	32.3
July	46.8
August	NA

Source: Department of Employment Gazette.

readily confirmed by the published statistics on earnings. It is important to distinguish between the increase in rates and the increase in earnings. The latter is the sum of the two.

In the two months from May to July earnings rose by 6.9 per cent, while basic hourly rates for all workers rose by 3.6 per cent. (The three-monthly comparison is distorted by the engineers' overtime ban in April.)

In the year to July earnings rose by 17.7 per cent, while rates rose by 16.7 per cent, and this understates drift because the increase in rates was more for women than men and earnings increases were sharpest in those sectors where male employment is dominant.

It is important to elaborate on this point, because it helps the argument later on. Basic hourly rates for men rose by 15.7 per cent between July, 1973, and July, 1974. But, in the same period, earnings climbed by 20.1 per cent in mechanical engineering, by 18.9 per cent in shipbuilding and by 18.7 per cent in electrical engineering.

arc industries which are almost entirely in private hands and which export a high proportion of their output.

These characteristics give the vital clues for an explanation. It is customary to find a great deal of what is politely referred to as "slippage" in the closing months of a wages policy.

This means, more crudely, that employers, aided and abetted by the unions, whatever their supposed adhesion to social contracts and the like, are breaking the law and paying more than they are allowed to.

Slippage, which probably accounts for a large part of recent drift, takes place predominantly in the private sector. The public sector gives less opportunity for decentralized bargaining and ad hoc wage increases to overcome localized labour shortages.

The tendency towards nationally agreed rates in publicly-owned industries, such as coal-mining, has, indeed, caused serious problems of labour scarcity in some areas and excess labour supply in others and it is not surprising that recent attempts have been made to put wages on a local basis once more.

The other important feature is that industries which are active in exporting have been the pay-pace-makers. The reason for this is that sterling had depreciated against other currencies by about 20 per cent between June, 1972, and July, 1973.

foreign demand for British goods was boosted home demand was extremely strong. Many firms faced capacity constraints. Their response was to raise export prices more quickly than at any other time in the 12 months to August export prices jumped by 30 per cent. There were two possible results—either profit margins in exporting firms would rise dramatically; or wages in export-oriented industries would rise more than the average for industry as a whole.

In practice, both have happened to some extent. But it is the rise in wages which has attracted most attention and is, potentially, most worrying. If earnings rise more in certain industries than others, there are pressures for a restoration of the earlier pattern of differentials.

These pressures are of two forms. One, which operates through the labour market, is an increasing shortage of workers in those industries which have been left behind. This is an important factor in the labour shortages of recent months in public transport and the mail services.

The other is direct industrial action to rectify emerging disparities. It is hardly necessary to catalogue the sequence of disputes in the public sector this year to understand this. It is the local government workers and train drivers have a quite legitimate foundation in wage drift in the private sector of the economy.

Truck component makers gear up for battle

British and continental truck manufacturers are making sweeping changes in their investment strategy which could mean big business for two of America's leading component groups and a sole British contender.

The battle now developing for a multi-million pound market the lion's share will almost certainly go to the company with the courage to press ahead with huge investment at a time of economic gloom.

The prize at stake is nothing less than the truck industry's axle and transmission supplies. In the United Kingdom alone this prize is estimated to be worth £100m.

At present the bulk of these components are manufactured in-house by the motor companies themselves. But the investment required to produce new trucks and at the same time expand production is now becoming so burdensome that the makers are turning more and more to specialist suppliers.

Another important factor is the trend towards heavier trucks. The axles and transmissions needed for these are beyond the manufacturing capability of present in-house facilities.

British Leyland was one of the first European majors to recognize the implications. In February, 1972, it sold its Maudsley heavy axle plant at Alcester to Rockwell-Standard of America for £4m. Soon afterwards BL balanced the situation by selling Thornycroft transmissions at Basingstoke to the Eaton Corporation, also of America and one of the world's biggest competitors. British Leyland has continued to take supplies from the new owners.

There have been no similar large-scale changes on the Continent yet, but there are increasing reports that Mercedes Benz and Fiat, two of Europe's largest most integrated truck builders, are negotiating with both Eaton and Rockwell. MAN, Germany, and Saaviem, France, already use some Eaton components and are reliably reported to be adding more.

It is unlikely, however, that either Mercedes or Fiat will sell existing axle and transmission plants, preferring instead

to manufacture some of their needs alongside ex-house purchases. This is the method successfully adopted by British Leyland, which buys axles and transmissions from Eaton and axles from Rockwell while producing some 50 per cent of its own needs at Albion, its Scottish subsidiary.

The Eaton corporation, with a turnover of £1,800m worldwide, has made the running for several years in Britain. It is believed to hold more than 70 per cent of the non-captive heavy axle market and a large share of transmissions.

Eaton had been marketing its two-speed axles in Britain for some years before it set up its manufacturing base in 1959. This was achieved by buying a ready-made axle manufacturer in the shape of ENV of Wiltshire.

This operation was later moved to Aycliffe, near Darlington, and greatly expanded. Since then more plant has been added at Manchester and Basingstoke.

During the past 10 years Eaton has invested \$35m in Britain and is at present in the middle of further big investment both here and on the Continent.

Paul Miller, Eaton's president, has just completed a tour of his British plants. He said that the most urgent need was new capacity to produce the axle housings which Eaton at present buys in, mainly from Rubery Owen of Darlington.

He said that this had been a bottleneck for some time but new plant being installed at Aycliffe would make them independent by the end of next year. There would also be capacity to spare for exports to Europe and the United States, which also had a critical shortage.

Housings and axles produced here and in the United States will be interchangeable.

in France. Again, the products will be interchangeable with British and United States versions.

Mr Miller, who was accompanied by Mr Bob Richards, group vice-president in charge of truck components, was loath to talk in detail about the market shares achieved during Eaton's remarkable progress in Britain over the past 15 years. But he did agree that it is now "the top dog" and as such is coming under increasing pressure from serious rivals.

He also admits that Eaton's success has made it vulnerable. The European lorry market is already larger than the United States market and growing faster. But axle deliveries, particularly from Eaton, have not kept up with demand. This has led to strained relations between Eaton and some of its biggest customers who make no attempt to hide their eagerness for competition.

A much later arrival in Britain was Rockwell Standard, Rockwell, which claims to be the world's largest manufacturer of heavy axles and brakes acquired a big slice of the British axle market when it bought Maudsley from British Leyland two years ago.

Ten months later it added the Wolverhampton-based motor pressings division of Clarke-Chapman-John Thompson, the leading British manufacturer of axle housings. This involved a total investment of well over £2m in less than a year.

Eager to make up for its late arrival Rockwell mounted an intense marketing campaign. By purchasing ready-made production facilities it had made up for some lost time, but it was still entirely



Mr Paul Miller, president of Eaton Corporation, during a tour of British plants. Eaton has invested heavily in Britain and is one of the leading contenders for the expanding axle and transmissions market.

dependent on one customer—British Leyland.

During its first year in Britain it seemed that Rockwell would never break out of this vulnerable, single customer position. Then, according to Mr Christopher Thompson, managing director of Rockwell-Standard Europe "everything began to fall into place and from being a rank outsider we are now being wooed by British and continental motor groups".

With a £3m expansion under way, Rockwell is known to have won new orders from Ford and Foden for big single-speed axles. Production has started and is now building up. But the Americans are not

going to have the field to themselves. Guest Keen & Nettlefolds, Britain's largest engineering group, has quickly collected the manufacturing capacity necessary to become a formidable force in heavy axles.

For many years it has been the leading supplier of light axles through its subsidiary Salisbury Transmissions. Eight months ago it added Kirkstall, Leeds, and Centrax, Newton Abbott.

Kirkstall cost GKN £4.2m. No purchase price has been revealed for Centrax, a privately-owned company, but it is reliably reported to have cost a little under £3m.

Centrax is at present manufacturing axles under licence from Rockwell, but this expires next year and the way will be open for GKN to introduce its own designs.

One of the main stumbling blocks for GKN is the existing connections between Eaton and Rockwell on the one hand and the American motor giants General Motors and Ford on the other.

General Motors has just launched its first British-made heavy premium truck, the Bedford TM, and it is significant that it has chosen an Eaton axle. Ford is shortly announcing its first contender in this sector, the Ford H series, to be built in Amsterdam, and reports indicate that it will have a Rockwell axle.

G31 and Ford, venturing into the European premium truck business for the first time, are clearly sticking in axles with proven performance in the United States, rather than buying British.

Clifford Webb

Business Diary: Soames foresight • BSC in corridors of power

other Soames has preceded Christopher in declaring an intention to play a part in the reform of the Parliament. This is Eveline Soames, daughter of Sir Christopher's sister Sam, who is to make her appearance at Westminster as an elected representative but as a lobbyist on behalf of clients such as Unilever, the Food Manufacturers' Federation, the Midland Bank, Guest, Keen & Nettlefolds.

One of her first campaigns is to be on behalf of the British steel industry, which is to seek financial support from the new government in the wake of the fourfold increase in fuel costs and fall in fish prices.

Miss Soames, according to colleague and former boss, Lord Voss Bark, is to be the secretary in charge of a new parliamentary consultancy, Charles Barker Parliamentary Service, a lobbyist established by him a year earlier.

The new company is formed in the merger of this with tney & Powell, which represents more than 80 British and foreign firms and trade associations and which was formed in the last war by Charles Barker, a former Daily Mail reporter, and Lt Christopher Powell, who, like

Voss Bark, is to be a consultant to the new firm.

Miss Soames was not available when Business Diary called yesterday, but Voss Bark said that the role of the merged company would be to inform clients of proceedings that were of interest to them, and to advise on how and where their case might best be put. The company did not retain any MPs, he added.

Sir Christopher, who is vice-president of the EEC Commission responsible for external relations, is being mentioned as a possible contender for the leadership of the Opposition.

Steel junket

Leaders of the world's major steelmaking nations, who together account for 97 per cent of world steel output are in Munich this week for the eighth annual junket of the International Iron and Steel Institute.

The United Kingdom party from the British Steel Corporation, led by Dr Monty Finniston, its chairman, is there in force with a total of 15 delegates drawn from the BSC's main board and senior executives from its divisions. So heavy is the BSC representation in fact that it is a moot point as to who will be heading the shop in the absence of the big guns.

Technically the burden would appear to rest with Bob Rosevear, the Corporation's managing director for policy coordination and its secretary, but the BSC was anxious to assure us that, should anything unforeseen materialize in the wake of



Eveline Soames: inform and advise.

the general election outcome, London was only a brief jet flight away from Munich.

One notable absentee from the Munich party is David Waterstone, the BSC's managing director, who might have been expected to be in attendance at such an august gathering of steel industry moguls. Waterstone, however, has more pressing Corporation business to attend to back in Britain (though its nature remains unknown) and may have been glad to miss the formal atmosphere which pervades the IISI annual conference.

Fittingly much of the business of this year's conference will be devoted to the impact

of the energy situation on the steel-making activities of member countries. In view of the BSC's concern over the low level of supplies it has been receiving from the National Coal Board, it would be surprising if the Corporation's senior executives did not take some soundings from their competitors and potential suppliers in the corridors outside the conference forum.

Sound system

Sidney Harman and Sandford Berlin are in the business of making big sounds, but for the moment they are speaking as softly as possible and denying any suggestions that they are carrying a big stick.

Harman and Berlin are respectively president/treasurer and executive vice-president of Harman International Industries, the New York-based audio group, perhaps best known in the United States for their JBL and Harman-Kardon hi-fi equipment.

Harman was in London at the weekend, being brought up to date by his long-time partner Berlin on the progress made with the group's first substantial venture into European manufacturing, the recent acquisition after a six-year wooing of Tannoy, the world-renowned audio firm based at Norwood, south London.

According to Berlin, Harman now has through the Tannoy purchase acquired the ability to make the whole of our infant Parliament seize up, since it is Tannoy equipment that permits Houses of Parliament proceedings to be heard and noted.

Secondly, Harman says, the sale was clinched on July 4, American Independence Day, and hardly the most auspicious date on which to knock down to an outside buyer a British firm with a "name" in its own field comparable to that of Rolls-Royce.

Lastly, in the months since the purchase was completed, Berlin and Harman have been trying to put some new heart into the company without alarming anybody, least of all the employees, that a Detroit style of management by telex or by resident expatriate is the necessary consequence.

Just what will happen at Norwood will no doubt become clear in the next few months. In the meantime, Harman is keen to make the point that Tannoy is not to be made into a photostat of the group's American operations. His key theme is that there are areas of Tannoy's business that were undeveloped during Tannoy's previous private ownership which in Harman's view could become real assets.

Neither Harman nor Berlin would be specific, but one item that kept recurring was the Americans' awe at Tannoy's pre-eminence in the field of the manufacture and installation of simultaneous translation systems—as at the United Nations for example. As well as the Tannoy name and the abilities of its staff, Harman secures worldwide penetration with about three-quarters of production going overseas.

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and provided by
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Barclays Bank (London and International) Limited
Morgan Guaranty Trust Company of New York
Manufacturers Hanover Trust Company
Atlantic International Bank Limited

FINANCIAL NEWS AND MARKET REPORTS

Pressure on margins may curb second-half performance at Duport

By David Mott
Because its margins are under pressure Duport, the steel, engineering and domestic equipment group, does not expect its current second half to match the £5.28m pre-tax earned in the first. Nevertheless, the indications are that full-year profits will exceed the £7.52m of 1973-74.

In the half to July 31 turnover grew 29 per cent to £61.5m and the pre-tax by 69 per cent. At the trading level profits of the steel division rose from £1.82m to £4.49m with demand outstripping supplies of billets both from Duport's own units and other suppliers.

In engineering (where profits were up from £547,000 to £794,000, a high level of activity partially offset the effects of the three-day week, but there was an announced decline in consumer demand and profits from domestic products fell from £981,000 to £344,000. Interest payable rose by £59,000 to £445,000 and the share from associates fell away from £142,000 to £49,000.

Even though there is a doubt over second-half margins, the company says there has been no significant change in demand since the midway point in spite of the economic uncertainties. This qualified optimism was enough to raise the share price to close at 33p.

Storey's opening curbed by interest charges

A leap in interest charges from £39,000 to £267,000 meant a small drop in pre-tax profits (from £1.04m to £1.04m) for Storey Brothers, makers of vinyl sheeting and coated fabrics, in the half to June 22. Before the interest profits rose 15 per cent to £1.31m from turnover expanded from £8.86m to £12.05m.

The company points out that the half covers the period of fluctuation caused by the power restrictions, acute shortages and rapid increases in the prices of raw materials and the "continuing consequences" of price control. The power curbs also delayed the introduction of new capacity, but the new Decorane factory, which started up in early summer, is now approaching the designed reduction in manufacturing costs.

Last year the company returned a record £2.26m, but feels unable to make any "realistic forecast" this time as it is impossible to guess how the adverse economic trends forecast for the country will influence the business.

Nevertheless the current half year has seen sales to date in the industrial and transfer printing divisions continuing to be satisfactory. Domestic sales are slow but this is not unexpected as the new Decorane range is being launched. But orders received suggest the range will have a favourable reception.

The furniture division is operating on a reduced basis but the current rate of loss is "not significant". The dividend is raised from 1.65p in 1.85p.

Strong third quarter recovery by J Coral

By Fred Wilson
Following the first half to June 30 which saw a turnaround in taxable profits, J. Coral, the bookmaking and casino group with interests in bingo and property, has seen a return to more normal conditions in bookmaking with a recovery in third quarter profits. These are returned at £1.98m and show an increase of 36 per cent on the £1.46m for the same period last year.

This brings the total taxable profit for the nine month period to September 30 up from £4.3m to £4.48m, after a substantially increased interest charge of £309,000, against £26,000. The attributable balance emerged at £1.5m against £2.05m, and the interim dividend is being stepped up from 4.37p to 4.9p. Shareholders are being given a shares/cash option. Market reaction was to mark the shares up by 2p to 62p.

In addition to the recovery in bookmaking, the board say the casinos, which reported buoyant trading at the six months stage, have continued to produce higher profits than last year. Bingo has maintained its progress and profitability while the property, leisure and finance divisions are also reporting satisfactorily.

Earlier this month the group made its first move into another branch of the leisure industry—travel and holidays—with the purchase of a controlling stake in Kentways the specialist tour operators to Majorca.

Charles Sharpe rallies 11 pc

After a setback in 1971-72 Lincolnshire seed growers Charles Sharpe report a second year of strong recovery for the 12 months to June 30. Profits rose 11 per cent to £758,000 pre-tax having been down to £429,000 two years ago.

Shareholders to get a total dividend up from 5.4p to 5.6p plus a cash bonus of 11.16p (9.5p).

S Jerome lower

The usual combination of short-time working, and the effects of inflation on group operations, have held interim profits of S. Jerome & Sons (Holdings) to an advance from £173,000 to £180,000, although turnover rose from £2.14m to £3.3m. Net profits eased from

Reed Executive in interim reverse

Although turnover of the Reed Executive group went ahead from £4.2m to £5.5m in the first half of 1973-74, taxable profits eased from £504,000 to £456,000. This is mainly because the increase in profits from the employment agency and selection consultancy side, from £506,000 to £554,000, was offset by a loss of £28,000 by the self-service drug stores, and a rise in finance charges from £2,000 to £16,000.

At the net level, profits are down from £270,000 to £193,000, before extraordinary items of £132,000, against £75,000. Profits available for appropriation came out at £271,000, against £320,000, while the dividend is increased from 2.5p to 4.0p—the maximum allowable rise, although the board emphasizes that this should not be taken as a sign of future policy.

Losses of the drug stores operation are below budget, and the expansion continues, with the fourth unit opening this month.



Mr. Kenneth Sharp, chairman of Dowding & Mills: Turnover expanded by over 40 per cent. £94,000 to £86,000, but the interim dividend is raised from 0.75p to 0.78p, and a maintained final of 3.1p is forecast.

Business is currently difficult, and the volume of new orders is less, but the board finds it difficult to forecast the full year's results.

Smith St Aubyn caution

Smith St Aubyn (Holdings), the discount brokers and bankers which last year ran up a revealed loss of £1.6m, has fared better in the half year to September 30. While as usual practice giving no figures results for the period have been satisfactory, but is cautious on the outlook for the full year. The interim dividend is up from 3.5p to 3.72p.

Tricentrol dips on record turnover

With two years to go before Tricentrol's stake in the North Sea Thistle Field pays off, ex-

ploration continues. Meanwhile, interim pre-tax profits are down from £642,000 to £575,000, on turnover up from £17.4m to £23.18m. The board says that the builders' merchandising and garden hardware supplies side traded well, but the car travel and engineering operations were depressed. Truck operations, however, were not affected. The dividend is held at 1.6p gross.

Dowding & Mills tops £1m mark

After a strong year's trading, Dowding & Mills has pushed its profits past the £1m mark for the first time since 1952, before tax. This 30.4 per cent rise was achieved on turnover up 41.2 per cent to £5.26m. On net, profits up from £448,000 to £479,000, the dividend goes ahead from 1.39p to 1.52p.

Growth at the Birmingham-based electrical and mechanical repair group reached 32 per cent in the second half, when profits went up to £567,000. This compares with a rise of 18 per cent to £451,000 in the first half—which included the figures from C. Horne & Co from December 19. The second half absorbed the worst of the three-day week, but as Mr. K. March, chairman, said in February showed better profits than the same period of 1973, although of course the group's potential could not be realized because of the power shortages.

Jones Group up 24 pc

The Jones Group, the Dublin engineering, mechanical services, contracting and shipping company, is confident that development will continue profitably in line with its long-term plans.

In the half to June 30 profits before tax rose 24 per cent to £2.53m from £2.04m. Dividend stays at 1p.

Brisk start lifts Staflex to new peak

Staflex International, makers of fusible interlinings and equipment for the clothing industry, has made a flying start to 1974 and the promise is that the full year will see fresh records being set in both profits and turnover. In the period to June 30 profits pre-tax moved up 13.5 per cent from £850,000 to a record half-time level of £965,000 on turnover up over 19 per cent from £11.9m to 14.2m. The interim dividend is being raised from equal to 1.43p to 1.67p.

Mr. J. N. Bellow, chairman, said earlier he was looking for a significant advance this year and now says he is confident that the full year results will show an increase on the 1973 record of £1.7m and that the board intends to pay the maximum permitted dividend. Meanwhile the group is continuing to expand into new markets and fields of trading around the world.

Stock markets Shares find more cheer

The first day of the post election account saw share prices in good form, as the market began to respond to City expectation of at least some inflationary moves from the new government's mini Budget in November. These hopes were strengthened first by the news that the Prime Minister was meeting leaders of TUC and private industry, and that he planned to speak on television last night.

By midday, the FT index was up by 6.3 points.

But also helping the mood were reports that Saudi Arabia intended to lead a drive for lower oil prices. Major stocks, including oil shares, advanced strongly in the afternoon, but slipped below their best levels on suggestions that the earlier report had been contradicted from another Arab source.

The FT index closed a net 6.3 up at 197.2, having touched 198.4 at peak. The Times index rose by 1.95 to 761.3. But rises in these indices exaggerated the level of business. Recorded margins fell to 4.297, one of the lowest totals seen even in the recently depressed market.

ICI (163p) closed at the day's best, showing a net gain of 5p. Similar rises brought Courtaulds to 72p, British American Tobacco to 17p, Bowater to 17p.

A strong feature in the final hour was Glaxo Hlths, whose shares jumped by 8p to 302p on profits well above general expectations.

The exception to the market trend was again the property pitch, where fears for the new Government's attitudes brought a sharp fall in shares. Hammerson "A" (110p) fell at 225p, Haslemere Exts 16p off at 104p) and Chesterfield Properties.

Strong features in engineering included Vickers (3p up at 90p) following press comment, and GKN (5p up at 143p). Tube Investments, 2p up at 163p and Hawker Siddeley, 8p up at 190p, all finding some genuine institutional interest. At 9p, BLMC looked firmer.

But this sector quietened down after Pilkington Brothers had disclosed a postponement in its £150m investment plans, a move which lowered Pilkington shares to 144p, compared with 149p ahead of the statement.

Shipping shares had another busy session. Manchester Liners remained steady at 185p, in line with the price at which Euro-Canadian Shipholdings has said it would buy until its stake reached 30 per cent. Furness Withy, controller of Manchester Shipping improved to 116p, building shares. The driving force was Tarmac-Dewby whose shares ended 31 higher at 871p after good interim figures.

With first half profits down by much less than feared, shares in United Drapery Stores added 3p to 49p. Ahead of their trading figures, British Home Stores improved to 144p.

Food issues to improve included Cavenham's (57p), Reckitt & Colman (152p) and Trust Houses (52p).

Banking issues strengthened, with some secondary banks also doing well. Barclays Bank (going 7p to 140p, and First National Finance improved to 71p. Out of favour, however, were discount house shares.

Oil shares closed below their best prices, as doubts regarding reports of Arab moves to limit prices grew stronger. BP (262p) and Barmah (170p) closed firmly however, and vague hints hopes lifted Ultramar to 112p.

Poor quarters from major producers, together with a fall in London - pullion offers, lowered gold shares—FS Goldilocks (50p to 19p) and Free State (50p to 161p). Inevitable profit-taking in Australians brought falls of 34p in Broken Hill Profs (402p) and of 10p in Poseidon (290p).

Equity turnover on October 11 was £20.1m (10.854 bar gains).

Gilt were generally firm, held by expectations of lower interest rates in the United States. All sections of the market participated in the rise and there was some good buying at the longer end, in contrast to recent sessions when interest has centred on shorts and "mediums". "Shorts" moved upwards throughout the day, closing with gains of up to 1 point.

At the longer end prices were generally marked up by 1 point at the opening. By the close most medium-rated stocks were 1 point up, while "longs" had put on 1 point and undated stocks 1 point.

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Latest dividends

All dividends in new pence or appropriate currencies. Year's Prev

Company	Div	2 Year	Pay	total	Year	Prev
(and par values)	25	13.12	—	—	6.66	—
J. Coral (10p) Int	4.8	8.0	2.12	320	1.29	—
Form	80*	80*	—	—	1.32	1.80
Dowding & Mills (5p) Fin	0.86	0.83	2.1	—	4.34	—
Duport (25p) Int	2.21	1.96	—	—	11.02	11.5
IDC Group (10p) Fin	6.63	6.2	2.12	—	9.45	—
Jones Group (10p) Int	1	1	25/11	—	3.1	—
S. Jerome & Sons (25p) Int	0.78	0.75	11/11	—	1.85	—
M. F. North (10p) Int	0.36	0.35	—	—	0.9	—
Smith St Aubyn (25p) Int	1.3	1.25	2/11	—	3.83	—
Rockware Co (25p) Int	3.72	3.5	28/11	—	8.37	—
Staflex Int (25p) Int	1.67	1.43	17/11	—	3.04	—
Storey Bros (25p) Int	1.85	1.65	17/11	—	3.82	—
Tarmac (50p) Int	4.47	3.97	27/11	—	9.19	—
Tricentrol (25p) Int	1.6	1.5	2/11	—	3.19	—
UDS Group (25p) Int	3	3	—	—	6.56	—

* Adjusted for scrip. * Cents a share.

Issues & Loans

Malaysian ship funding

International Shipping of Malaysia is borrowing \$140m through a 10-year roll-over credit carrying a margin of 14 per cent over the relevant London interbank Eurodollar rate.

The loan, guaranteed by the Government of Malaysia, will be used for partial payment for five methane carriers to be built by two French companies.

Nabisco pays more

The interest charge for a previously announced \$50m five-year Eurocurrency facility for Nabisco has been increased to one point above London interbank Eurodollar rates from the originally proposed 0.75 point for the first two years, and one point for remaining three years.

The commitment fee on the undrawn portion has been increased to 0.5 per cent from 0.375 per cent. The syndicate manager is Citicorp International.

Massey Ferguson is negotiating

Massey Ferguson is negotiating a \$30m five-year loan with a 0.75 point spread above interbank rates. The syndicate manager is Lloyds Bank International.

Eurobond prices (midday indicators)

Country	Year	Price	Yield
USA	1980	100.00	10.00
USA	1981	100.00	10.00
USA	1982	100.00	10.00
USA	1983	100.00	10.00
USA	1984	100.00	10.00
USA	1985	100.00	10.00
USA	1986	100.00	10.00
USA	1987	100.00	10.00
USA	1988	100.00	10.00
USA	1989	100.00	10.00
USA	1990	100.00	10.00
USA	1991	100.00	10.00
USA	1992	100.00	10.00
USA	1993	100.00	10.00
USA	1994	100.00	10.00
USA	1995	100.00	10.00
USA	1996	100.00	10.00
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USA	2023	100.00	10.00
USA	2024	100.00	10.00
USA	2025	100.00	10.00
USA	2026	100.00	10.00
USA	2027	100.00	10.00
USA	2028	100.00	10.00
USA	2029	100.00	10.00
USA	2030	100.00	10.00

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Thos Poole & Gladstone

Thos Poole & Gladstone has been officially reclassified as an industrial holding company by the Stock Exchange in acknowledgment of significant change in its structure this year. Once exclusively engaged in the pottery industry, TPG has developed into a group with a wide portfolio of investments both quoted and unquoted companies.

These include stakes of more than 20 per cent in four public companies, now officially associates of TPG. They are Alfred Cough (34 per cent), Metro-plex Industries (29 per cent), Newman Industries (23 per cent) and Agar Cross (22 per cent).

IDC improves

For the half year to April 30 taxable profits of the IDC Group, designers and constructors of industrial and commercial buildings, moved up from £303,000 to £366,000 and the board is raising the interim dividend from 2.52p to 2.76p. In his last annual statement the chairman said profits for 1974 would be at least maintained at the 1973 level of £83,000, and he now confirms this. He adds that the group will start 1975 with a satisfactory order book and that its growth should be maintained.

Briefly

SPRAX-SARCO
In half to June 30 pre-tax profits down from £322,000 to £270,000 out of turnover of £7.52m (£6.63m). Result reflects three-day week, but final outlook should be satisfactory though unlikely to match last year's record £1.52m.

THOMAS C. KEAY
Interim one tax profit £12,000, against loss £29,000. Prior year stock valuation adjustment £45,000 (nil). Board expects increase in second-half profits and resumption of dividends.

CONSULTANCIES MERGER
Charles Barker Parliamentary Service to acquire Wainey & Powell.

KURSAAL
Offer on behalf of trustees of Marks Sten Voluntary Settlement for Kursaal equity has closed. Acceptances received from holders resident in Scheduled Territories were 3.37 per cent and those outside 0.38 per cent. Trustees held 751,504 shares before offer. Noce acquired during offer period.

NATAL STEAM
Listings for Natal Steam Coal shares has been cancelled from October 14 at request of company. Brokers finally closed on October 11.

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Stock Exchange Prices
A more hopeful tone

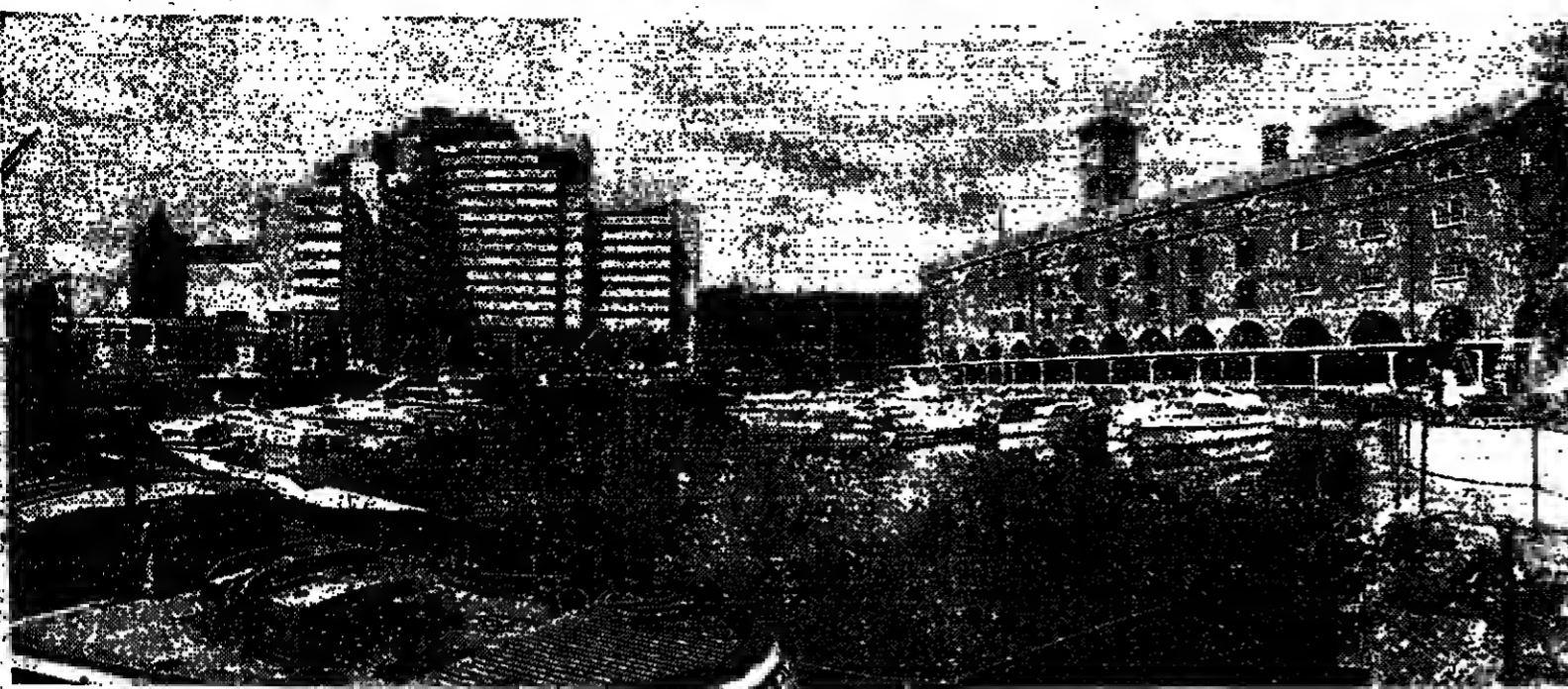
ACCOUNT DAYS: Dealings Began Oct 14. Dealings End Oct 25. Contango Day, Oct 28. Settlement Day, Nov 3.
 § Forward bargains are permitted on two previous days.

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1974 High Low Company Price Chgs per % P/E			1974 High Low Company Price Chgs per % P/E			1974 High Low Company Price Chgs per % P/E			1974 High Low Company Price Chgs per % P/E			1974 High Low Company Price Chgs per % P/E											
BRITISH FUNDS												COMMERCIAL AND INDUSTRIAL											
[List of British Funds: British Bond, British Equity, etc.]												[List of Commercial and Industrial Stocks: Anglo, BHP, etc.]											
COMMONWEALTH AND FOREIGN												LOCAL AUTHORITIES											
[List of Commonwealth and Foreign Stocks: Anglo, etc.]												[List of Local Authorities: London, etc.]											
FOREIGN STOCKS												DOLLAR STOCKS											
[List of Foreign Stocks: Anglo, etc.]												[List of Dollar Stocks: Anglo, etc.]											
BANKS AND DISCOUNTS												BREWERS AND DISTILLERIES											
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MINES												PROPERTY											
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INSURANCE												INVESTMENT TRUSTS											
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SHIPPING												MISCELLANEOUS											
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St Katharine by the Tower

a Special Report



The famous engineer, Thomas Telford, no doubt breathed a deep sigh of relief when he was given the final go-ahead 150 years ago for the new dock development at St Katharine by the Tower. He is in charge of demolishing the ancient buildings of the Hospice of St Katharine and of the design of the new docks.

It took some time for the site chosen was on Tooke, a tallow merchant, east of the Tower. The site was elected chairman and secretary. Philip John, the St Katharine of London, and consisted of 23 acres of built-up land. The Company's Bill had 23 acres of built-up land, and the canal and bridge builder, Telford, was promoted in 1824 by a century hospital foundation, a chief engineer. Work on a new dock distillery and more than started on clearing the site nearer to the City 1,000 houses, many of them during 1826. The excavated soil was removed by barge to Chelsea and Finsbury. The Bill was removed by barge to Chelsea and Finsbury. The Bill was removed by barge to Chelsea and Finsbury. The Bill was removed by barge to Chelsea and Finsbury.

October 23, 1828, although only the western dock had been fully completed by then. The eastern dock opened one year later and Telford and Hardwick both received a salary of £500 for their work. Whatever Telford's troubles may have been, they seem trivial compared with those of the parties involved with the current redevelopment of the same site. Taylor Woodrow, the developers; the Greater London Council, the strategic local authority and owners of much of the site; and Tower Hamlets, in which the site is located, have been attempting to achieve the best balance and compromise in the

development to suit their needs and desires. For many months after the first buildings in the scheme were completed the parties have been negotiating. Like Telford, Mr Peter Drew, who has been largely responsible for the conception of the scheme, breathed a sigh of relief a month ago when the GLC gave its blessing, albeit conditionally to the next phase of the development. "We have had one year's talk but it has been worth it. We now have the backing of the GLC," he said. It all began in 1969 when the council acquired the St Katharine's Dock complex from the Port of London Authority. The active operations

in the docks had ceased some 18 months earlier, and almost all the buildings were vacant or derelict. Some adjoining riverside wharves were bought at the same time to open up the site directly to the river. The total site area was about 25 acres and the cost £17m. Before the closing of the docks, a working party of officers from the GLC and from Tower Hamlets considered the development possibilities of the site and, as a result, in February, 1969, the Planning and Transport Committee of the GLC instructed officers to prepare a brief for developers. The brief required developers to make provision for 300 units of local authority housing and a primary school and to retain the water areas—about 10 out of the 25 acres—as a yacht basin. Other optional uses suggested were as an hotel, restaurants, public houses, shops and a commercial exhibition centre. Offices other than those incidental to the proposals were specifically excluded, and the prospective developers were advised that the historic listed warehouses should be retained, if possible. The committee received five detailed schemes and unanimously chose that of the Taylor Woodrow Company, criticizing only minor points of detail. The ground rent offered by Taylor Woodrow was £165,000 a year, and the scheme included 300 local authority dwellings, a primary school with nursery unit, a yacht basin, some 378 private dwellings, an hotel, a British export centre, a theatre, chapel,

shops, restaurants and public houses. The scheme provided for the retention and conversion of the large listed warehouse "B" into a British export centre. Our line planning permission for the whole scheme was given in 1970. All went well until the GLC changed control, when the Labour Administration began to be wary of the amount of office space to be taken up by the World Trade Centre in the development—the successor to the originally named British Export Centre. They feared that Taylor Woodrow were trying to squeeze more and more offices into the scheme. In July, Mr Norman Howard, chairman of the planning committee, voiced these fears: "Since the original decision was taken, the administration has changed at County Hall, and we must consider this." He said they had a duty to ensure that the public got a fair share of any enhanced value that such a development would bring. The World Trade Centre was a much larger project than originally envisaged. So, this summer the scheme looked tied down by delays, and the team of architects and planners began to be run down. Mr Drew, deputy chairman of the Taylor Woodrow Property Company and chairman of the World Trade Centre, was angered. He had heard a whisper that the GLC planning committee was going to vote against the scheme and had not even seen it. In the event they did not vote against it and, instead,

visited the site. Last month, after reexamining the whole project, the committee decided it was satisfied with progress made in negotiations and nodded its agreement for the next phase. The rather complicated proposals of the committee included the recommended demolition of one of the listed buildings, warehouse "C", on the understanding that suitable materials recovered from it could be used in reconstructing part of warehouse "B" which had been badly damaged by fire. They proposed that the site warehouse "C" should be laid out as an amenity area for use by the public. They said that, subject to the necessary planning approval, there should be no objection to including some of the offices in warehouse "B". Meanwhile, the council's value was to seek agreement with the developers on possible revision of the ground rents. Now the problem for Taylor Woodrow is to get back the high quality team that began to bring the scheme to life. The firm is applying for an office development permit for 217,000 sq ft of warehouse "B" and is clearly hopeful of the outcome, given the change in the planning situation. So far then three buildings have been completed and are in use. The first is an office block, Europe House, of 125,000 sq ft. The building includes conference

and exhibition facilities and has already staged a number of art exhibitions. There is a restaurant and a comprehensive range of secretarial and business services, including conference rooms, a trade cinema and temporary offices which can be booked for as little as one hour at a time. The second completed building is the Tower Hotel, all 826 rooms of it. This has three restaurants, conference rooms and, not surprisingly, is especially organized to accommodate businessmen. Some of the suites have panoramic views over the City, the Tower of London and the Thames, although the hotel will block out some of those views for future residents of the site. The third building to be completed is Ivory House, formerly a warehouse built in 1854 which has cost £1.5m to restore to its Victorian style. It includes some luxury furnished service flats which look on to the yacht basin. The scheme is not due for completion until 1985, 16 years after its inception, and even that completion date is beginning to look optimistic. No doubt further negotiations lie ahead, but when the whole scheme has been completed, both the development and the local authorities should be able to look back on a joint venture in which everyone—and that means the people of Tower Hamlets as much as world businessmen or anyone else—will have benefited. Christopher Warman Local Government Correspondent

Not so much a conventional office building more a way of business life

Patrick O'Leary
The World Trade Centre Association to be a united nations of commerce" received powerful support when Moscow came a member in July. In age when few but the rich get richer, the accession of Teheran may have an equally significant impact. Chinese, now investing international trade as before, have also shown interest in the movement; but the presence of a sitting member at Kinshasa, capital of the African state of Zaire, where a complex covering 25 acres is being built. The president remarked:

organization. Each centre is run by its own autonomous association. There are several in the United States, with others in Europe, Asia, New Zealand, and elsewhere. Mr Guy Tozzoli, American president of the world association, told its annual general assembly he believed that within the next decade there would be centres in every trading region in the world. Perhaps to underline this prospect, next year's assembly will be held at Kinshasa, capital of the African state of Zaire, where a complex covering 25 acres is being built. The president remarked:

St Katharine's Dock. In addition to conference and exhibition halls it contains office space rented to firms and institutions involved in international trade. About 30 have moved in. The cost is a matter of negotiation. Mr Bryan Renn, executive director of the centre, said top rates were charged to commercial companies, middle rents to representatives of overseas countries, and the lowest rates to institutions. "It is a question of getting the right mix," he said. "We have marketed every bit of space ourselves; it is not a conventional office building."

Typical lettings cover about 1,000 sq ft each, and larger demands are discouraged by scaling up the charges the more space is required. "We encourage people to take the minimum of space, because we want to have the maximum number in," Mr Renn said. "We also impose stringent conditions. We ask prospective tenants: 'Are you involved in international trade, visible or invisible?' They are asked to locate decision makers only in the centre. Some City firms wanted to put their accounts departments here. We turned them down, including a merchant bank."

Mr Renn said the aim was to provide much more than just rented office space. For example, a boardroom could be hired for a morning's use. This could represent a real economy for firms which often maintained in the heart of London boardrooms that were occupied only a dozen times a year. The centre contains banks, a travel agent, a stationer, and restaurant and bar. It is also possible to hire interpreters and make use of telex, telephone answering and messenger services. These are not confined to tenants. Non-resident

members of the London World Trade Centre Association can benefit from them. So can visiting businessmen, who are invited to make the centre their headquarters during their stay in the capital by renting temporary office space, perhaps just a desk, in the building. A business information service maintains links with centres in other countries for up-to-date interchange of computerized data. It incorporates a library developed in conjunction with the Institute of Export. When they travel abroad, members of the London association

can make use of the services offered by other centres in the cities they visit. In spite of the restrictions imposed, nearly all the available space in Europe House has been let. Work is in progress on the next phase of development, which will provide more offices and exhibition and conference halls. Meanwhile, floating exhibitions help to extend existing space. The ship used in *The Oredin Line* television series was the setting for a display of goods at the dock this summer. Another branch of activities has begun with the

founding of a world trade institute at the London centre. This will work with similar establishments in other cities to develop courses in exporting and stimulate research in international trade. A one-day seminar on floating exchange rates held in June proved to be a sell-out at £35 a head. One planned for next year is likely to attract a more specialized audience. It will discuss what international companies can do to counter the risk of guerrillas kidnapping expatriate managers in hot-blooded countries.

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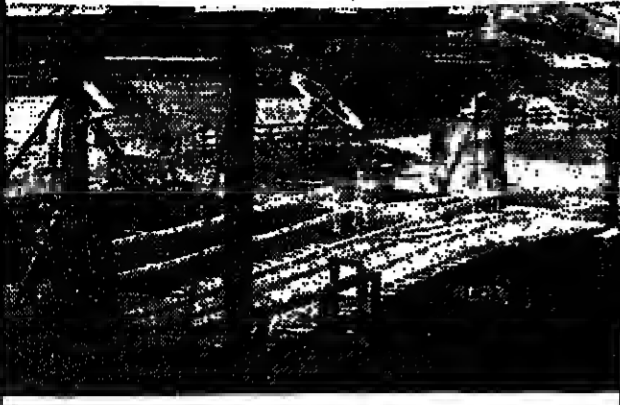
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A most splendid and lavish conservation exercise

by Tony Aldous

Controversy over housing and offices in the St Katharine's Dock development has diverted attention from what would otherwise surely have been more widely and enthusiastically hailed as a major conservation achievement.

The great dock buildings of the early and mid-nineteenth century in ports such as London, Liverpool and Bristol have been belatedly recognized as architectural entities of grandeur and importance, comparable in their way to the quays and courts of Oxbridge colleges. But conservation of big, old buildings depends on finding new uses; Georgian and Victorian dock buildings, though highly functional in their day and incorporating the latest techniques of cargo handling, have little place in our age of bulk carriers, containerization, palletization and the fork-lift truck.

The 1970s, however, have seen more progress in finding new uses for such buildings. In Bristol, a conservation firm has preserved the shell of the fine 1840s Bush Warehouse on Narrow Quay, rebuilding the interior partly to house its own offices, partly as a new home for the dining Arzofini Arts Centre.

In Liverpool, the 130-year-old Albert Dock, four splendid ranges of arcaded warehouses by Mr Jesse Hartley, the engineer, and Mr Philip Hardwick, the architect, arranged round a space twice as big as Trafalgar Square, is to be converted into a new home for the city's Polytechnic. Even at 6m, this restoration and conversion will provide more and better accommodation, more cheaply and more quickly, than the new building originally proposed.

At St Katharine's Dock, the causes of the dock buildings' redundancy were the same as in Liverpool and Bristol: with larger and larger craft, trade had moved down river. But here two ingredients were different. The site, bounded by the Tower of London and on the very edge of the City, was a much more valuable one. And in the GLC's Historic Buildings Division, the planning authorities could lean upon the advice of one of the most skilled and resourceful bodies of practical conservationists which exists.

Though the conservation task is by no means yet complete—and many question marks hang over the gaps—what has so far been achieved at St Katharine's Dock must rank as one of the most splendid and lavish conservation exercises carried out in Britain.

The jewel and centrepiece of this conservation exercise is the Ivory House, which stands in a key position fronting the central basin and flanked by the east and west docks. Built in the 1850s to designs by Aitchison, it is later than the original Hardwick warehouses, and is with its arched arcading, Italianate style and clock tower and belfry, lighter and prettier than the earlier ranges.

Known as "I" warehouses, it was used to store ivory, chippings of which were still to be found on the floors when Taylor Woodrow and their architects, Ranton Howard Wood, set about the task of restoration in 1969.

Ivory House was, however, siltier than the Hardwick warehouses: the main front range, 25ft high, has only a width of 36ft (not much more than half the pavilions of the Hardwick buildings), which made it much less suitable for exhibition or trade centre use. Taylor Woodrow

therefore took the decision to make "I" warehouse a residential and entertainment block.

The three upper floors have yielded 36 luxury flats—and the word "luxury" is no euphemism. All have balconies as well as windows looking down on boats and water; door handles, fittings and even power sockets are in brass; and the 22 service flats have what is virtually an hotel room service. The passenger lifts are brass-plated and mirrored; the foyer on the "stem" of the building's "T" shape keeps the full height of the original ground floor and is luxuriously furnished with a large brass chandelier and long, low settees in opulent red velvet.

The floor of this lavishly spacious entrance hall is in Cornish slate, but elsewhere in the building the original tiled floors have simply been cleaned and polished. Everywhere the external walls have been grit-blasted inside and out, and even the person who buys a 22-year lease on one of the largest flats for £27,000-£29,000 plus an annual rent of £750-£800 is not allowed to touch that golden yellow brickwork. Plaster on partition walls, yes; but the brickwork is protected both by the terms of the lease and the law on historic buildings.

Reroofing (in copper oil felt) has, however, allowed the architect to provide small internal air and light wells to top-floor flats whose windows, unaltered in shape and size, are often rather close to the floor. In the stem of the "T" shape, where the width from wall to wall is 36ft, smaller service flats about on to a central corridor—again luxurious in style and furnished

ing, but with some of the original iron doors retained. These and iron roof braces in the top flats are painted a well-chosen Indian red.

What was "I" warehouse's ground floor has apart from the grand foyer route through near the join of the "T", been split horizontally by the insertion of a concrete mezzanine. At ground level are shops and, potentially, one or two cafes and pubs; at mezzanine level, opening on to a wide terrace above an arcade of shops, the headquarters of the Cruising Association, who are to move here after some hesitation from a land-locked site in the West End!

The other really exciting piece of restoration to be seen at St Katharine's is in the so-called "G" warehouse. In the early stages of demolition, what looked like a small brick warehouse was discovered to be a timber-framed building dating from around 1750. Stripped of its brick covering, this has now been carefully moved 100 yards to make way for housing, and on its new and more central site will be restored and fitted out as a tavern and restaurant.

Altogether, conservation is providing plenty of places for eating and drinking in historic surroundings. The vaults under the Ivory House, the opulent towered brick arched roofs, open tomorrow as a restaurant called the Beekeeper. Unfortunately, even though the iron columns which support the arches here have been treated with fire resistant paint (as elsewhere in the building), they have been rigged out with false "stone" columns in fibreglass, totally out of character with the building. One is surprised the Historic Buildings Board has permitted this.

Other items of conservation already carried out include retention and restoration of the attractive Dockmaster's House by the river-side and the building of a lockmaster's house, in new timber, but visually very "neighbourly". The biggest question mark hangs over Herdwick's "B" warehouse, the long range nearest the Tower. The developers Taylor Woodrow Property and the GLC now seem agreed in principle that this shall be partly turned into trade centre buildings and partly restored to show how these warehouses really worked.

Originally the addition of glass mansards to the roofs and glazed extensions between the Hardwick pavilions, as proposed by the developers, would have greatly changed the appearance of this building. Now that political delays and changes have in any case compelled a rethink, a less damaging solution may well be achieved.

The lavishness of conservation so far at St Katharine's Dock has its critics. Some of the £1.5m spent on restoring and furnishing the Ivory House could surely have gone, they say, to start work on "B" warehouse, seriously damaged by fire while it waited. But restoration of Ivory House did not start with a lavish budget. The opulent towers were written into the brief later, when St Katharine's was beginning to look as though it would be a commercial success; and, it seems, it was very much the personal judgment of Mr Peter Drew, a director of Taylor Woodrow, that the touch of luxury would not only look superb but pay off commercially. If "B" warehouse receives similarly outstanding treatment, as good effect, few conservationists will be complaining.

Thousands of tourists spread the area's fame

by Joyce Rackham

On one of the rare golden days of the past summer, we drove to St Katharine's Dock for a party to welcome the ocean-racing French yacht Kriter to London. This last drive and conversion will provide more and better accommodation, more cheaply and more quickly, than the new building originally proposed.

At St Katharine's Dock, the causes of the dock buildings' redundancy were the same as in Liverpool and Bristol: with larger and larger craft, trade had moved down river. But here two ingredients were different. The site, bounded by the Tower of London and on the very edge of the City, was a much more valuable one. And in the GLC's Historic Buildings Division, the planning authorities could lean upon the advice of one of the most skilled and resourceful bodies of practical conservationists which exists.

Though the conservation task is by no means yet complete—and many question marks hang over the gaps—what has so far been achieved at St Katharine's Dock must rank as one of the most splendid and lavish conservation exercises carried out in Britain.

that they had been unaware until that day of the remarkable revival of the area. The first sight of the dock is very exciting, and against the background of the restored colonnaded Ivory House, the yachts swaying at anchor in the sunshine gave it almost a Mediterranean air.

Thanks to the thousands of foreign visitors who have been coming into the World Trade Centre and the adjoining Tower Hotel in the past year, St Katharine's is becoming famous abroad.

The most impressive way to arrive is by water, and lacking a yacht, there is the choice of river steamer, hovercraft or the hydrofoil, now this year, making tourists from the River Thames, which has helped to offset the general traffic decline, and the 16 member companies of the Thames Passenger Federation run a variety of services to and from Tower Pier.

The hovercraft, now in service for more than a year, has been taking many tourists to the Tower and computers and tourists between there and Greenwich. Captain Anthony Hands, joint managing director of the operating firm, tells me: "This summer our traffic was 90 per cent tourists, 10 per cent commuter. Next year we hope to add two new craft to bring our fleet to five."

The biggest problem is the filthy state of the Thames water, thick with ropes and driftwood which may damage the craft. All users deplore the congested facilities for passengers using Tower Pier in summer.

Mr Herbert Snowball, who has brought to the Thames the hydrofoil Raketa, the first Russian-built ship on the British register, supports these views. Since June it has become yet another attraction at St Katharine's Dock, not only for river tours but for an experimental commuter service to Gravesend and back, which he plans to continue through the winter. "The Dickens country near by with villages like Mrophan and Westham is extremely interesting, and we hope to arrange tours to link up with our service", he says.

With another 15 hydrofoils on order, Mr Snowball's ambition is a direct service from a Belgian port to St Katharine's. One shipping line already wants to support a hydrofoil link to bring international pas-

sengers from Tilbury to the Tower. "We want to see modern customs facilities at St Katharine's, and save people from the rigours of passing through customs at Tilbury", Mr Snowball says.

Mr Peter Drew, chairman of the World Trade Centre, strongly supports this. "You cannot imagine how surprised we are at the number of visitors to our shores," Mr Brian Ridgway, general manager of the Tower Hotel, agrees and hopes that soon a new pier will be available to give passengers from the river direct access to the hotel, open just over a year, has so far attracted an 80 per cent business clientele and 20 per cent tourists.

Bookings were adversely affected by building strikes, which delayed opening by six months, and by the now a crisis and international economic recession. "In hantiquing and restaurant business we are extremely busy—in the long term I am sure the hotel, the trade centre and the whole area will enjoy great prosperity", he says.

Although it looks monolithic at first sight, the 14-storey hotel has an interesting, warm, rather Italian colours enlivening the interior, and already an enviable reputation for service. Three restaurants, the Coffee Shop, Carvery and Princes Room, make a welcome addition to the rather arid local gastro-economic scene. Foreign tourists especially are impressed by the efficient 24-hour room service.

Many visitors seek a queyside place in the yacht marina where they can drink and eat. The hotel, notably lacking at present, and the first premises to open have been shops. But the eighteenth-century skeleton warehouse saved from destruction by Taylor Woodrow is being rebuilt to house both pub and restaurant in the yacht haven. I would have liked to see a wine bar in the tastefully restored wine vaults beneath the Ivory House, and one company wishes to open in the area (more than 20 restaurateurs are interested too). These premises, however, are opening as the Beekeeper, a restaurant aimed at the business clientele at lunchtime and more extravagant tourists at night. They will be regaled with medieval feasts, lit by gas-fired flambeaux and serenaded by music from amplifiers in every vaulted alcove. Designer, I am told, will be the only implement provided for eating the six-course banquet.

Some of the finest City churches are within easy reach of St Katharine's and the Rev Colin Cuttill, vicar of one of the most famous, All Hallows by the Tower, is chaplain to the World Trade Centre and the dock project. He tells me they



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atmosphere, the whole area is extremely interesting, whether you visit Wapping High Street on a Saturday stroll along to admire some enclaves of beautifully-restored Georgian, or savour the dark and dank alleys and deserted wharfs at night—which look just like Hitchcock film sets. The following list gives a few agreeable places to eat and drink in and near the area:

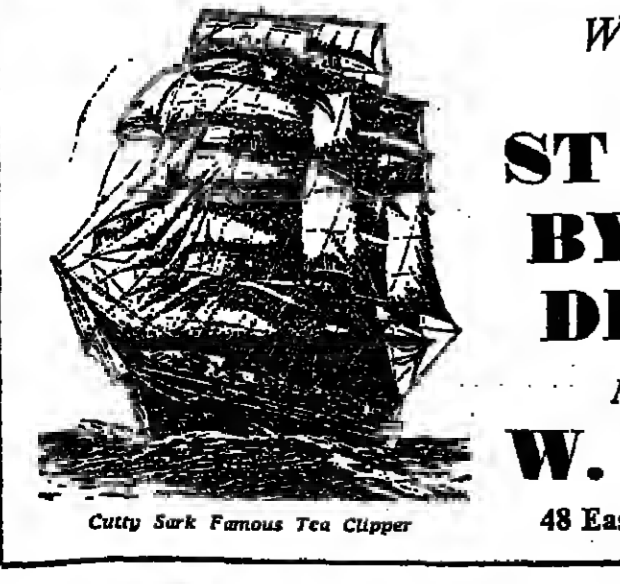
Pub: The Town of Ramsgate, Wapping, High St. E1. Friendly, unpretentious—more locals than tourists. Across the river in Rotherhithe: the Mayflower (near the alleged departure point of that famous ship) and the Angel.

Wine Bars: those worth the extra journey: Bill Bentley's, Swedalaod Court, EC2, lunchtime, weekdays only. Bow Wine Vaults, Bow Churchyard, off Cheapside, weekdays—lunch and early evenings. The City Boat, above new Moorgate tube station, weekdays only.

Restaurant: Samuel Pepys, Brooks Wharf, Upper Thames St. EC2, and the Mermaid Theatre, Puddle Dock, are not far away.



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A promised land—with delays

By John Young
Planning Reporter

For the least of the controversies surrounding the St Katharine's development has been the housing issue. Taylor Woodrow is uncomfortably aware that what it promised was a mixed commercial and residential scheme; what the public sees at present are office blocks and a hotel, and not so much as a single house or flat. It is enough to give property developers a bad name.

As usual, it is impossible to say where the blame for the delay mainly lies, but it does appear that both the Greater London Council and Tower Hamlets councils have been dilatory. According to Taylor Woodrow, the plans submitted in 1969 included some 700 residential units to be constructed on land surrounding the East Dock, of which approximately 300 would be offered for local authority use.

Outline planning permission was granted in 1970, with the proviso that detailed plans must be submitted within the next three years. Architects, Renton Wood Associates, produced their plans on August 3, 1973, but it was not until May this year that they were informed by

Tower Hamlets council that the details were inadequate. That was despite the fact that they had been approved by Mr Frank Layfield, QC, who was responsible for the Greater London development plan.

Then came the news that the Greater London Council, now Labour-controlled, was not entirely happy with the scheme approved by its Conservative predecessor. A deputation from County Hall visited the site, and that was followed by a seminar on August 28 at which Taylor Woodrow was able to present its case for being allowed to get on with the job.

The council's planning committee met on September 9 and a week later its chairman, Mr Norman Howard, wrote to Taylor Woodrow giving general approval to the project. But since Tower Hamlets remains the planning authority responsible for housing, he could do no more than say that the GLC's Housing Development Committee would be asked to press Tower Hamlets for an early decision.

Mr Howard's letter also suggested that discussions be held with Tower Hamlets about possibly increasing the ratio of local authority to private housing. This seems to have been the real reason

for Tower Hamlets' wariness; they wanted more housing for their own needs.

Taylor Woodrow says it would be happy to consider altering the ratio to, possibly, 400 local authority and 300 private homes. But an official remarked recently the other day "They can't go on expecting us to build their houses at cost while no money is coming in".

Tower Hamlets say that meetings of their development committee and their special Docklands study committee will be held soon, at which the housing issue will be considered. The GLC hopes that a start can be made early next year.

In its seminar paper Taylor Woodrow observed that the housing had been completely redesigned "to provide homes around enclosed and sunlit gardens rather than the shaded and rather windy blocks of housing originally proposed". The drawings and models are unquestionably attractive; the general impression is of light, airiness and a feeling for scale that is conspicuously lacking in so much contemporary architecture.

The council tenants who eventually get to live there will undoubtedly be a fortunate minority. The pity of it is that they will have had to wait so long.



London's own yacht marina: launches leaving the St Katharine's yacht basin.

Nautical centrepiece combines work and pleasure

"Just think how marvellous it will be for the businessman coming over from Europe", a Taylor Woodrow representative enthused. "Instead of having to take the train and the ferry to fight his way through Heathrow, he can come over in his yacht and moor it in the heart of London within walking distance of all the firms in the City. It will be a wonderful way of combining work and pleasure and, since he'll be living aboard, he'll save himself the hotel bills."

Even in affluent Germany and Holland, only a fairly small number of businessmen own yachts and can afford the time to cruise across the North Sea. When the St Katharine Yacht Haven and all the surrounding buildings are completed, it will be a notable attraction, an asset to London and an amenity for many more people than merely those who are fortunate enough to be able to park their boats there.

Marinas are often attacked, sometimes

good cause, because they simply provide an excuse for developers to grab large chunks of foreshore for their own private profit. But the St Katharine harbour cannot be put in this category, for the very good reason that it was there already. The scheme as a whole may be open to criticism, aesthetic or otherwise, but the developers cannot be accused of using the harbour as a bait to obtain planning permission for the rest of the project.

It is the centrepiece of the scheme and, without it, St Katharine's would be just another collection of buildings. The alternative to creating a yacht harbour would have been to fill the dock in, which would have been a very silly piece of vandalism.

When completed, the harbour will provide berths for some 240 craft on either a temporary or permanent basis. Access is by lock, which can operate for two hours either side of high tide—in other words, eight hours out of 24.

Although the lock will function throughout the year, it is expected that during the winter the harbour will fulfil mainly a storage function by providing somewhere for yachtsmen to keep their boats, visiting them periodically and perhaps taking them out on short trips. During the summer, however, many of them will be away on longer cruises, thus releasing berths for short-stay visitors.

Many berths already booked

Work on the harbour itself is already about two-thirds completed and all available berths are almost fully booked for the coming winter. Those are in the centre section and in the East Dock where a perimeter pontoon has been laid. The boats are moored alongside "fingers" projecting at right angles from the pon-

toon. Each berth provides the connections for fresh water, electricity and telephones, and the sewage disposal system is claimed to be as advanced as any in the world.

The second phase, the West Dock, is due to start this month and be completed by the spring. Here the boats will also lie stern on to the quayside but their bows will be attached to moorings which, in turn, will be secured to chains on the harbour bed.

Prices are not cheap—£1 a day for every 10ft of overall length (minimum £3). Rates for longer stays will be cheaper; a six-month winter berth for a 30-footer will cost £180, six months in summer for a 50-footer will cost £310.

The Cruising Association, with its splendid nautical library, has rented space in Ivory House. The London Seamanship School is already operating in temporary premises and will later be provided with permanent accommodation. It is also hoped that the local sports council will take an active interest.

Taylor Woodrow plans to build up its collection of historic vessels, which include the old Nore Lightship, the Challenge, the last of the Thames steam tugs, and a sailing barge. Next summer the harbour will also be the assembly point for the entries in the Clipper race sponsored by the *Financial Times*.

Last, but not least, thanks to an innovation called the "sea-sweep", the water is claimed to be exceptionally clean. Inevitably it looks the same old murky Thames grown brown but an official proudly claimed "we have 57 different varieties of fish".

J.Y.



Interior of one of the eight luxury service flats in the Ivory warehouse.

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The whole project is a tribute to co-operation between Clients, Consultants, and the Taylor Woodrow development and construction teams.

Many more projects of this type are under contemplation in boardrooms—it's at this stage when Taylor Woodrow should be called in.

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Aerial view of the World Trade Centre complex being developed by Taylor Woodrow Property Co. Ltd. at St. Katharine-by-the-Tower.

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Business Notices

EXCELLENT INVESTMENT

A unique opportunity has arisen for an investor in a rapidly expanding company in the leisure industry.

Present turnover in excess of £2 million p.a.

Box No. 2553 D, The Times

Prefabricated Buildings

Acoustic Metal Ceilings, Dimple Partitions

Australian Company Director representing several companies in large areas of Australia designs for manufacturer under licence.

Several aspects possible: (1) Australian patent available under licence; (2) British designs for manufacturer under licence; (3) joint venture operations.

Please contact A. W. Burns or leave message at 01-542 0108.

Your Own Cash Business

Wholesale distributors offer an ideal opportunity for a cash business. A good income with no overheads. Minimum investment £5,000. No experience necessary. Full training and support provided. Contact: 01-252 2600.

A Manufacturer

Manufacturers producing a high quality product which has great potential in the Construction Industry wishes to make contact with the Organisation which represents the end market. Reply Box 2687 D, The Times.

Engineering Company

Well connected and established as technical engineering firm with many contracts. Seeking a partner with capital and progressive business ideas. Reply Box 2687 D, The Times.

Partner Wanted for young company

Seeking a partner with capital and progressive business ideas. Reply Box 2687 D, The Times.

Unique Opportunity at this time

Investment opportunity in the property market. Reply Box 2687 D, The Times.

Businesses for Sale

Various businesses for sale. Reply Box 2687 D, The Times.

Restaurant

Restaurant for sale in Lincolnshire Market Town. Reply Box 2687 D, The Times.

AM OPPORTUNITY to be your own boss

Investment opportunity in the property market. Reply Box 2687 D, The Times.

Miscellaneous Financial

Various financial opportunities. Reply Box 2687 D, The Times.

Herefordshire County

Various opportunities in Herefordshire. Reply Box 2687 D, The Times.

Business Notices

Various business notices. Reply Box 2687 D, The Times.

Refugees from property disaster

Various opportunities for refugees. Reply Box 2687 D, The Times.

Pilot frequently in France would

Various opportunities for pilots. Reply Box 2687 D, The Times.

AN AWAY FROM IT ALL investment

Various investment opportunities. Reply Box 2687 D, The Times.

Game Fishing, Kenya Capital

Various opportunities for game fishing. Reply Box 2687 D, The Times.

Legal Notices

Various legal notices. Reply Box 2687 D, The Times.

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Secretarial and General Appointments also on pages 29 and 31

GENERAL

RECEPTIONIST EXCEPTIONAL

Can you train other Receptionists? Slight & Sound Education, famous throughout the world for its office training programme...

PUBLISHING ASSISTANT

The PUBLICITY MANAGER OF HARRAP needs a new ASSISTANT. Main responsibilities: Copy writing and advertising administration...

ROYAL LANCASTER HOTEL PERSONNEL MANAGER ASSISTANT

A young lady, aged about 25, preferably with some training and also typing experience, shorthand or speedwriting would be useful.

CATERING FLAIR?

Lady wanted to handle arrangements for Directors' dining room 3-3 days per week no cooking required but must have some retail experience...

GRADUATE GIRLS FASHION

A major fashion department store is looking for a Sales and Marketing graduate...

WEDGWOOD - GERED

Intelligent girls to sell china to various visitors in their Regent Street and Piccadilly shops...

PROPERTY MANAGER

Required by small firm of Chartered Surveyors in W.1, to take charge of properties managed...

PUBLICATIONS MANAGER

Required by large voluntary organisation. SALARY SCALE £2,100 to £3,200 p.a.

RUN A COMMERCIAL LIBRARY

Interesting and responsible role as Chief Librarian of a small library in W.1...

INTERVIEWER

This is an excellent opportunity for an experienced Staff Agency interviewer of P. 20 years or more...

CLIENT/CANDIDATE GO BETWEEN!

This West London Consulting Agency, one of the biggest in the country, is looking for a Client/Candidate...

P.R. - WITH LANGUAGES AND AN URGE TO TRAVEL

Are you a 30 year old or thereabouts? Do you speak 2 or more languages fluently...

HELP WITH THE ADVERTISING ACCOUNTS

Very nice opening for a young woman with sales dealing experience in advertising...

MIST RECEPTIONISTS GET STUCK IN THE HALL WITH A STICKER ON THEIR FOREHEAD

Stick in the hall with a sticker on their forehead - this is the job of a Receptionist in a busy office...

CAREER POSITION

The world is your oyster, so open it up! We are looking for a young woman to join our staff...

TRANSLATOR

Will start for descriptive work for marketing brochures. Salary £2,000 p.a.

AGENCY MANAGER

£2,000 p.a. plus commission. Responsible for the day-to-day running of an advertising agency...

OPHTHALMIC SURGEONS

In private practice. Ophthalmic Surgeon. Salary £2,000 p.a. plus commission.

GIRLS

Intelligent and humorous for a position in a busy office. Salary £2,000 p.a.

RELIEF MANAGER

Required for a position in a busy office. Salary £2,000 p.a.

URGENT 1A

Urgent 1A. Immediate position. Salary £2,000 p.a.

INTERVIEWER

Experienced. Interviewer. Salary £2,000 p.a.

MAGAZINE TOYS

Magazine Toys. Immediate position. Salary £2,000 p.a.

ACT NOW!

Act now! Immediate position. Salary £2,000 p.a.

RECEPTIONIST

Receptionist. Immediate position. Salary £2,000 p.a.

GENERAL

FLY WITH US AS AN AIR STEWARDESS ON OUR WORLD-WIDE ROUTES. If you have ever thought of making a break from the 9 to 5 routine...

SECRETARIAL

COME FLY WITH US. Travel company based in South East London requires: SMART OUTGOING GIRL to work as P.A./Secretary...

JUNIOR AUDIO SECRETARY to work for Agency Sales Dept. Responsible to the Sales Director's P.A. for correspondence, planning, liaison and the smooth function of the sales team.

EXCELLENT WELL PAID OPPORTUNITY FOR A LIVE-WIRE SECRETARY. Salary to £2,318 p.a.

SECRETARY/PA SENIOR SALES MANAGER in the COMPUTER INDUSTRY. Requires a mature Secretary/PA to handle correspondence and administrative duties.

BELGIUM. Tripartite Eng. for Secretary. £2,100 p.a. plus commission.

ANGELS ONE FIVE. Why not join us. Never too old: never too young. £2,000 p.a.

BILINGUAL SECRETARY W.1. £2,500 p.a. In German and free lunch.

PARTNER'S SECRETARY. Efficient and reliable to work on own initiative in a busy office.

COMPETENT SHORTHAND/DICTAPHONE TYPIST. Required in busy Estate Agent's office.

HELP WITH THE ADVERTISING ACCOUNTS. Very nice opening for a young woman with sales dealing experience.

SECRETARY. Short hand £15-40. £2,000 p.a. plus commission.

GIFT OF THE GAB. Job makes of initiative. Honorary position for a young woman.

SECRETARIES. If you have 6 months or more to spare, why not spend your time profitably...

GRADUATES with Secretarial training for temporary office work. Salary £2,000 p.a.

IMAGINATIVE SECRETARY. Managerial ability and sound business sense. Salary £2,000 p.a.

EVERY DAY IS A FUN DAY WITH KELLY GIRL TEMPS! We pay the same rates summer and winter. Interesting assignments for Secretaries, Typists and all grades of office staff.

Call in today at 163 NEW BOND STREET or ring 491 7253.

KELLY GIRL. A GENUINE P.A. APPOINTMENT. Do you enjoy being involved with work at the top? Can you completely identify yourself with a company that vitally affects the day-to-day activities of a company with nearly a thousand employees?

Basic secretarial skills are essential but more important are a high degree of intelligence, initiative and a strong yet diplomatic personality.

CONTACT: Personnel Department 27-29 Walbrook, London EC4P 4HN Telephone: 01-626 4722, Ext. 115

SECRETARY. World's leading bank requires secretary with impeccable skills to work for Senior Executive involved in co-ordinating intricate international transactions.

Competitive salary with consideration for previous experience and skill. Excellent fringe benefits include Christmas Bonus.

Interviews any time. Applications by telephone or letter treated in the strictest confidence. Contact: Personnel Department 27-29 Walbrook, London EC4P 4HN Telephone: 01-626 4722, Ext. 115

SECRETARIAL

INTERESTED IN PERSONNEL? A Secretary is required by the Management Resources Manager, SPILLERS LTD. If you are 20-25 years of age, have a bright personality...

Education preferably to A level standard with shorthand/typing speeds of 100/45 wpm. Flexible working hours. Free lunches. Season Ticket loan.

SPILLERS LTD. Old Change House, 4-6 Cannon Street, London E.C.4. Tel.: 01-248 5700.

PERSONAL ASSISTANT/SECRETARY. Required by IBM UNITED KINGDOM LIMITED to work with their Director of Public Affairs.

WOMAN IN MANAGEMENT. A division of Westpac Banking Corporation, 11, 21 Poling Street, London W.1.

P.A./Secretary in Wellesborough up to £2,500. REAL RESPONSIBILITY WITH OVERSEAS TRAVEL. An international company involved mainly in manufacture and marketing of toys.

A GUINNESS SPECIAL! Publishing Organisation to General London need a P.A. £2,500 p.a. to work with the Personnel Director.

JOYCE GUINNESS BUREAU. The place for top jobs! Small friendly office in W.1 area.

SECRETARY-WINE TRADE. Young, enthusiastic secretary to work for our restaurant director in London.

DIRECTOR SEEKS EXPERIENCED COMPETENT SECRETARY/P.A. Small friendly office in W.1 area.

SECRETARY WITH SHORTHAND. Chance for ambitious young Secretary to work alongside senior woman assistant.

FRENCH WITHOUT TEARS! Senior secretary at Knightsbridge H.Q. of major international company.

BE PERSONAL FOR £2,500! Wonderful opportunity available in the City for a Secretary to work for a busy P.A.

REWARD £2,300 PLUS L.V.S. offered in shorthand Secretary to work for young solicitor in City.

GOOD ALL ROUNDER HOT ON ADMIN! Senior executive at medium sized Mayfair company needs competent young Secretary.

SECRETARY 150-251 £2,350 neg. plus 25% L.V.S. plus four weeks holiday for charming young senior secretary.

INDEPENDENT MINOR P.A. with ability and initiative. Salary £2,000 p.a.

CHOOSE YOUR BOSS - Choose your job. Secretaries for various firms in the City.

CREATIVE GENIUS with young thinking. Ad Agency needs a helpmate with initiative.

IMPRESSIVE. Requires official shorthand typist for West End office. Salary £2,000 p.a.

TEMPORARIES. Secretaries £1.10. Au-pair £2.10. Visa's welcome. Home 497 3353.

PART-TIME. Join our exclusive team of top temporary Secretaries. Career Plans 499 6101.

AMERICAN LAW FIRM located St. James Park requires Secretary to handle correspondence and administrative duties.

SECRETARY for Editor of Women's Magazine. An interesting and challenging position.

SECRETARY (part-time) required for a busy office in the City. Salary £2,000 p.a.

SECRETARY (part-time) required for a busy office in the City. Salary £2,000 p.a.

SECRETARY (part-time) required for a busy office in the City. Salary £2,000 p.a.

SECRETARIAL

DO YOU LONG FOR REAL RESPONSIBILITY? PERSONAL ASSISTANT TO MARKETING DIRECTOR. SALARY UP TO £2,500 + ATTRACTIVE FRINGE BENEFITS.

Expansion in our marketing function has created this position for a self-motivated lady with first-class secretarial skills to assist our new marketing director.

Please write with full career details to: The Personnel Officer, Rocola Salts Ltd. Bowling Road, London, S.E.16.

PUBLIC RELATIONS OFFICER of Property Company seeks bright attractive P.A./Secretary. Tact and charm needed to organize hectic social calendar.

JAYGAR CAREERS 730 5148/9. Career opportunity for efficient Secretary/P.A. with good shorthand typing and sound business experience.

DEUTSCHER AKADEMISCHER AUSTAUSCHDIENST. BILINGUAL SECRETARY (English mother-tongue). Short hand and typing in both languages.

SECRETARY/PERSONAL ASSISTANT for Group Sales Director. Career opportunity for efficient Secretary/P.A. with good shorthand typing and sound business experience.

BILINGUAL GERMAN/ENGLISH SECRETARY. Required for busy City office of international company.

BEAUTY AND BRAINS. A highly efficient and personable young lady required for a busy City office.

SECRETARIES TRY AMERICA. 6-MONTH PROGRAMME. FREELANCE FINANCIAL ASSISTANT. FIRST AID. 120 Grosvenor Gardens, W.1.

UP TO £2,750. Managing Director of City based Shipping Company with various East business requires P.A. to Secretary.

P.A. FOR THE M.D. ABOUT £2,500. A job at the top for an ambitious young woman.

CHANCE TO CHASE THE POLITICIANS! Responsible for large chunks of office work in a busy City office.

SECRETARY FOR EDITOR OF WOMEN'S MAGAZINE. An interesting and challenging position.

SECRETARY (part-time) required for a busy office in the City. Salary £2,000 p.a.

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SECRETARY THE GENERAL ELECTRIC COMPANY LTD. Head Office, Mayfair. The Assistant Managing Director at his last international company requires a Secretary with competent shorthand typing skills.

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ADVERTISING... To price an advertisement in any of these categories list: 01-837 3311

DEATHS... On October 14th at Littlemore Hospital, Oxford, Mrs. Elizabeth Kathryn, wife of Anthony Barclay...

DEATHS... PARK, JAMES ALLAN, peacefully in his sleep at his home, 12, 127A, Woodstock Road, London, N.W.1, on October 12, 1974...

DEATHS... On October 14th, at 11.30 a.m. at West Chiswick Hospital, Uxbridge, Middlesex, Mrs. Joan Mary Evans...

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The Times Crossword Puzzle No 13,816... ACROSS... 1 brings luck for first of LSD treat (8)... 4 Its growth in America surpasses Amsterdam's noted exports (5-4)...

FAST CAR SALE!... VOLVO ESTATE, 1972, 1400 cc, 12000 miles, £1,900... This advertisement was placed on our successful and economical series plan (3 consecutive days with a 4th day free, and option of cancellation)...

SANDY SANDERS... Could Sandy (Theodore) Sanders, who served in Athens in 1947, or Mrs. Sandy Sanders, who served in Athens in 1947, be your missing link?...

ANNOUNCEMENTS... HELEN PATTERSON EVANS (born DIVEKITE) and THOMAS MORTIMER EVANS BOTH DECEASED... THE STANDARD BANK OF SOUTH AFRICA LIMITED, P.O. Box 533, Johannesburg, South Africa...

ANNOUNCEMENTS... BRITISH HEART FOUNDATION... SPONSORS RESEARCH... INTO THE CAUSES, PREVENTION AND TREATMENT OF DISEASES OF THE HEART AND CIRCULATION...

ANNOUNCEMENTS... DERRINGER LOST... Initiation Derringer (a portrait) lost. Last seen with you from Heathrow on 10/15/74. Reward offered. Tel: 01-584 6218

ANNOUNCEMENTS... REWARD OFFERED... Tel: 01-584 6218... A NEW WOMAN wanted for Neil. He is an affectionate intelligent fun loving man who has a good job and a car. He is looking for a woman who is kind, caring and has a good sense of humor...